

Oracle® E-Business Intelligence Embedded Data Warehouse

User Guide

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Oracle E-Business Intelligence Embedded Data Warehouse User Guide, Part No. A92112-03

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If you have problems with the software, please contact your local Oracle Support Services.

Preface

Welcome to Release 11i of the *Oracle E-Business Intelligence Embedded Data Warehouse User Guide*.

This guide describes how to use the Oracle E-Business Intelligence Embedded Data Warehouse. It contains technology components, system requirements, and task and reference information.

Note: This manual, and any other documentation associated with this release, was current at the time it was published and released. However, we make enhancements to Oracle Applications products and respond to user needs on a continuing basis. Always check Oracle MetaLink for the most up to date information.

The following topics are discussed:

- Chapter 1, "Introduction"
- Chapter 2, "Alerts, Flexfields, and Targets"
- Chapter 3, "Reports"
- Chapter 4, "Workbooks"
- Chapter 5, "Performance Management Framework"
- Chapter 5, "List of Key Concepts for Oracle HRMS Intelligence"

Audience

This guide provides useful guidance and assistance to:

- Technical end users
- System administrators
- Consultants
- System analysts
- Database analysts
- Other MIS professionals

This guide requires a detailed technical understanding of:

- Oracle Applications
- AutoPatch
- Oracle Warehouse Builder
- Oracle Discoverer

This guide assumes you have a working knowledge of the following:

- The principles and customary practices of your business area.
- Oracle E-Business Intelligence applications and relational database concepts.

If you are not familiar with either the Oracle E-Business Intelligence applications or relational database concepts, Oracle suggests that you attend one or more of the training classes available through Oracle Education Services or Oracle University.

- The Oracle Applications graphical user interface.

To learn more about the Oracle Applications graphical user interface, read the *Oracle Applications User's Guide*.

How to Use This Manual

Oracle E-Business Intelligence Embedded Data Warehouse User Guide contains the following topics.

- Chapter 1, "Introduction" contains an overview of Oracle E-Business Intelligence, the installation process, technology components and architecture.
- Chapter 2, "Alerts, Flexfields, and Targets" This chapter describes how to schedule and request alerts, map flexfields, and set and edit performance targets for E-Business Intelligence using Oracle Applications.
- Chapter 3, "Reports" describes each report available in Oracle E-Business Intelligence Embedded Data Warehouse."
- Chapter 4, "Workbooks" describes each workbook available in Oracle E-Business Intelligence Embedded Data Warehouse.

Related Documents

The Oracle E-Business Intelligence Embedded Data Warehouse shares business and setup information with other Oracle Applications products.

All Release 11i documentation is included on the Oracle Applications Document Library CD, which is supplied in the Oracle Applications Release 11i CD Pack. You can download some soft-copy documentation from <http://docs.oracle.com>. Or, you can purchase hard-copy documentation from the Oracle Store at <http://oraclestore.oracle.com>.

Other product documentation that complements Oracle E-Business Intelligence Embedded Data Warehouse, includes the following:

- *Oracle E-Business Intelligence Embedded Data Warehouse Implementation Guide*

Getting Help

Oracle Consulting Services and Oracle Support Services are the main sources of help for installing Oracle Applications.

Oracle Consulting Services

Oracle Consulting Services can help you:

- Determine machine size and database size required by Oracle Applications
- Install or upgrade Oracle Applications
- Implement Oracle Applications products
- Customize Oracle Applications products
- Install and configure multiple language support
- Develop custom applications for use with Oracle Applications
- Train users of Oracle Applications

Oracle Support Services

The Oracle Support Services web site at <http://www.oracle.com/support> offers registered Oracle MetaLink customers self-service support technologies, available 24 hours, 7 days a week. Oracle MetaLink provides information, such as technical libraries and forums, and services, like patch set downloads, BUG searches and TAR entry. If you contact Oracle Support Services, have this information available:

- Your CSI number
- Operating system number and versions
- Release of Oracle Applications you are installing and the versions of the Oracle Server and Oracle tools you are using
- Release of Oracle Applications you are upgrading from
- Description of the problem as well as specific information about any error messages you received
- Whether or not you have dial-in capability
- Output of the AD Configuration utility, contained in the `adutconf.lst` file. For additional information about AD Configuration, see *Maintaining Oracle Applications*

Conventions

The following typographical conventions are used in this manual.

Convention	Meaning
Monospaced text	Represents command line text. Type this text exactly as shown.
<>	Text enclosed in angle brackets represent a variable. Substitute an appropriate value for the variable text. Do not type the brackets.
[]	Square brackets enclose optional items or indicate a function key. Do not type the brackets.
	A vertical bar represents an <i>or</i> option among several options. You must enter only one of the options. Do not type the vertical bar.
/directory or \directory	A slash before a directory name indicates that it is a subdirectory. The path name may be either uppercase or lowercase.
\$ or C:\>	Represents the command prompt. Your prompt may differ.
\	In examples of commands you type online, a backward slash at the end of the line of text signifies that you must type the entire command, including the portion of the text on the second text line, on one command line. Do not type the backslash.

The following special notes alert you to important information.

Additional Information	Refers to portions of this manual, another manual, or the online documentation.
Attention	Highlights important information that will help you use the system.
Note	Contains helpful hints and practical tips that can save time and make installation or other procedures easier.
Warning	Warns you about actions which, if not carried out properly, could be damaging or destructive to your operations.

Do Not Use Database Tools to Modify Oracle Applications or Embedded Data Warehouse Data

Oracle STRONGLY RECOMMENDS that you never use SQL*Plus, Oracle Data Browser, database triggers, or any other tool to modify Oracle Applications or Embedded Data Warehouse tables, unless we tell you to do so in our guides.

Oracle provides powerful tools you can use to create, store, change, retrieve and maintain information in an Oracle database. If you use Oracle tools such as SQL*Plus to modify Oracle Applications data, you risk destroying the integrity of your data and you lose the ability to audit changes to your data.

Because Oracle Applications and Embedded Data Warehouse tables are interrelated, any change you make using an Oracle Applications form can update many tables at once. When you modify data using anything other than Oracle Applications forms, you might change a row in one table without making corresponding changes in related tables. If your tables get out of synchronization with each other, you risk retrieving erroneous information and you risk unpredictable results throughout Oracle Applications.

When you use Oracle Applications forms to modify your data, Oracle Applications automatically checks that your changes are valid. Oracle Applications also keeps track of who changes information. If you enter information into database tables using database tools, you may store invalid information. You also lose the ability to track who has changed your information because SQL*Plus and other database tools do not keep a record of changes.

About Oracle

Oracle Corporation develops and markets an integrated line of software products for database management, applications development, decision support and office automation, as well as Oracle Applications. Oracle Applications provides the E-Business Suite, a fully integrated suite of more than 170 software modules for financial management, Internet procurement, business intelligence, supply chain management, manufacturing, project systems, human resources and sales and service management.

Oracle products are available for mainframes, minicomputers, personal computers, network computers and personal digital assistants, enabling organizations to integrate different computers, different operating systems, different networks and even different database management systems, into a single, unified computing and information resource.

Oracle is the world's leading supplier of software for information management, and the world's second largest software company. Oracle offers its database, tools, and application products, along with related consulting, education and support services, in over 145 countries around the world.

Your Feedback

Thank you for using the Oracle E-Business Intelligence and this Install Guide.

We value your comments and feedback. This guide contains a Reader's Comment Form you can use to explain what you like or dislike about the Oracle Business Intelligence System or this guide. Mail your comments to the following address or call us directly at (650) 506-3939.

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Introduction

This chapter contains an overview of Oracle E-Business Intelligence. This chapter includes the following topics.

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 - Example: Using E-Business Intelligence Pre-Built Content on page 1-10

Overview of E-Business Intelligence

In becoming e-businesses, organizations have streamlined their internal processes to win new customers and to gain a larger share of their existing customers' business. New, internet-enabled, enterprise application suites and electronic market places are reducing inefficiencies across supply chains while providing new opportunities to improve customer relationships. As organizations adopt these new solutions, the need to make decisions faster has also increased. To remain competitive, every organization must empower more people to make informed decisions, without the need for long approval or review cycles.

To meet this challenge, organizations must provide the relevant business information and analysis tools that every manager or project team needs to quickly understand what is happening, to be able to analyze alternatives, and to take action. E-Business Intelligence applications are available to provide the data and analysis required to make these decisions, but most business intelligence products are not integrated with operational systems. Because the business processes underlying source applications are always changing, traditional business intelligence applications cannot easily gather the necessary data or transform it into useful management information.

Oracle E-Business Intelligence provides a simple and powerful framework for delivering information, from internal applications and external sources, to end-users across the enterprise. It unlocks the value of information, held in operational systems, by automatically collecting, aggregating and transforming source data, to provide secure access and a unified view of the entire organization. With E-Business Intelligence applications, everyone has immediate access to accurate and timely data to make faster and more informed decisions, which leads to a positive impact on bottom line results.

Overview of Embedded Data Warehouse

The Embedded Data Warehouse (EDW) is a foundation technology for Oracle E-Business Intelligence. This ready-to-run, end-to-end solution provides an open schema and extensible data warehousing architecture, powered by robust data warehousing tools. EDW:

- Gives users a unified view of the enterprise with its cross-functional analysis capabilities
- Leverages a common dimension model which enables seamless cross-functional analysis across the entire enterprise
- Includes 33 fact tables from 6 intelligence areas including Financials, Projects, Purchasing, Manufacturing, Marketing, and Supply Chain
- Provides shorter time-to-benefit with its pre-defined enterprise schemas and hierarchies, and pre-built data collection and integration programs

EDW, the enabling technology of Oracle E-Business Intelligence, unleashes the power of e-business insight, not just information.

E-Business Intelligence Architecture

Oracle E-Business Intelligence is designed to support a multi-tiered architecture.

The first tier, the database tier, provides the foundation technology for E-Business Intelligence. The database tier can be implemented as a transactional (OLTP) or a warehouse (OLAP) schema. The transactional schema provides users with real-time report data. The warehouse schema provides users with summarized data that supports more complex reporting and decision making. The type of schema you choose determines the type of content that is available to your users.

The second tier, the applications tier, provides the load balancing and business logic for E-Business Intelligence. It processes requests from the third tier (client tier) and sends results from the database tier to the client tier.

The third tier, the client tier, supports user activities such as reporting from the web, and administration.

If you are installing EDW, you are implementing the E-Business Intelligence using the warehouse schema.

Additional Information: For more information on Oracle Applications and multi-tier architecture, see *Oracle Applications Concepts*.

Embedded Data Warehouse Architecture

Physically, EDW divides the E-Business Intelligence architecture between two types of systems: one or more source systems and one target system.

A source system can be any Oracle Applications system, non-Oracle system running on an Oracle database, or legacy database application that provides data to the warehouse. You can use one or more source systems to provide data to the target system.

The target system is the runtime warehouse. There is only one target system. It integrates data from multiple source systems, transforms the data, and makes it available in a star schema design. The star schema design supports complex user reporting and decision making.

Source System Components

Source systems can be any Oracle Applications Release 11i system; non-Oracle system running on an Oracle database; or legacy database application that provides data to the warehouse. Each source system must contain the following components.

- **Database Links:** Database links are used to connect the source system to the warehouse and from the warehouse to the source system.
- **Interface Tables:** For E-Business Intelligence, source system data is put into interface tables before it is pushed to the warehouse.
- **Collect Programs:** Collect programs determine how to extract and transform source data for the warehouse. Collect programs use the database links to transfer data from the interface tables to the warehouse and from the warehouse to the source system.
- **Concurrent Manager**
- **Web Browser:** A web browser is used with Oracle Applications 11i source systems. This is only necessary on an Oracle Applications 11i source system.

These components must be installed and set up on each source system.

Target System Components

The target system is an Oracle Applications Release 11i.3 system with an Oracle 8i database. The target system summarizes data from the various source systems into a data warehouse (from this point forward, this document will refer to the target system as the warehouse). The warehouse contains fact tables, dimension tables, APIs, and other supporting utilities and objects. It must also contain the following components:

- **Load Programs:** Load programs use the EDW metadata to determine how to move data into the warehouse. Load programs transfer data from interface tables to warehouse schema.
- **Database Links:** Database links are used to connect the source system to the warehouse and from the warehouse to the source system.
- **EDW Metadata:** The EDW metadata defines the contents of the runtime warehouse: the facts, dimensions, and other objects. The loader engine uses the metadata to define how to move data into the warehouse schema. The reporting and analytical tools also use the metadata.

- **Oracle Discoverer End User Layer:** The Oracle Discoverer End User Layer (EUL) is a schema that sits on the warehouse database. This schema is used to access the workbooks. Workbooks and the EUL must reside on the database tier of the warehouse.
- **Oracle Discoverer Workbooks:** Workbooks enable users to analyze the summarized data in the warehouse. Workbooks access data through the Oracle Discoverer EUL. Workbooks and the EUL must reside on the database tier of the warehouse.
- **Oracle Warehouse Builder Repository:** The Oracle Warehouse Builder (OWB) repository resides on the database tier of the warehouse. This repository stores the EDW metadata.
- **Interface Tables:** For E-Business Intelligence, source system data is loaded into interface tables before it is transformed into the star schema on the warehouse.
- **Concurrent Manager:** Used to collect the dimension and fact data from each source into the interface tables.
- **Forms Server:** The Forms Server is automatically installed as part of the Oracle Applications 11i.3 Rapid Install.
- **Oracle Discoverer 3i Plus Web Client:** The Oracle Discoverer 3i Plus Web Client is installed as a separate application. The client contains a web browser with the Oracle Discoverer Web Client plug-in that executes the workbooks.
- **Self Service Web Applications:** Self Service Web Applications is automatically installed as part of the Oracle Applications 11i.3 Rapid Install.
- **Zip utility:** This utility is used to extract compressed files.
- **Oracle Warehouse Builder Client:** The OWB client provides front-end access to the OWB repository. The OWB client must be installed on a Windows NT or Windows 2000 machine. It is the recommended tool for viewing the EDW metadata.
- **Oracle Discoverer Bridge Client:** The Oracle Discoverer Bridge client is used to create the EUL from the EDW metadata. The bridge is installed as part of the typical Oracle Warehouse Builder install. The bridge can reside on the same physical machine as the OWB client.

- **Oracle Discoverer Administration Client:** The Oracle Discoverer Administration client is installed as a separate application. The client is used for administration of the Oracle Discoverer EUL. You use this client to import the EUL and configure security for Oracle Discoverer. The Oracle Discoverer Administration client must be installed on a Windows NT or Windows 2000 machine.
- **Web Browser:** A web browser is used to view warehouse data.
- **Performance Management Framework Components:** The following is a list of the components that comprise the Performance Management Framework.
 - **Presentation Components:** The Performance Management Graph Portlet allows end users to display graphs from the Performance Management Viewer reports. Through customization of this portlet the end user can choose a report and parameters for display.

The Performance Management List portlet allows end-users to view performance information from the personal homepage. Through customization of this portlet, an end user can choose measures and parameters. The actual values will display, with red color coding, if the actual value falls outside of the tolerance range. The values of the measure are calculated through the processing of Alerts.

Through the E-Business Intelligence Performance Management Viewer, end users have access to a set of pre-built reports that are specifically tailored to intelligence users. These reports provide an intuitive user interface and features aimed at the novice end user. Note that previous versions of E-Business Intelligence (then called BIS) used Oracle Reports to define and render reports. In this release, E-Business Intelligence uses its own Performance Management Viewer technology.

Through Oracle Workflow, users receive notifications. E-Business Intelligence uses notifications for alerting users to out of tolerance situations for measures with targets.

- **Definition Components:** The AK Repository is a metadata repository used for the definition of application common data. For E-Business Intelligence we use the AK Repository in defining Performance Management Viewer reports and Performance Measures. This definition contains layout information for the reports and establishes the source of actual values for both the reports and performance measures.

The Performance Management Framework contains a set of forms to define performance measures and the dimension levels. These forms allow administration users to assign the dimensions, security, corrective actions and automated target retrieval. Note that a measure also needs setup in the AK repository to enable the retrieval of actual values.

- **Responsibilities:** The following responsibilities are used for setting up the Performance Management Framework: Performance Management Framework (Full Access), Performance Management Framework (Targets Access), BIS Super User.

The following responsibilities contain Performance Management Viewer Reports: Purchasing Intelligence: Embedded Data Warehouse, Supply Chain Intelligence: Embedded Data Warehouse, Manufacturing Intelligence: Embedded Data Warehouse.

- **Data components:** For E-Business Intelligence Reports and Performance Measure, intelligence teams have built a set of Views on top of the EDW fact tables. These views are optimized for use by the Viewer Reports and Performance Measures.

The Performance Management Framework contains a set of forms for use in entering and maintaining target information on performance measures. This includes target values, tolerance ranges and target owners.

- **Processing components:** Through the Performance Management Framework, administration users can schedule alerts and target users can subscribe to the notifications. Schedule Alerts will send notifications to target owners and update data for presentation on the performance measure portlet. Note that previous versions of E-Business Intelligence (then called BIS) utilized Oracle Alerts to achieve the alerting functionality. In this release, E-Business Intelligence contains its own alerting technology.

Overview of E-Business Intelligence Content

Oracle E-Business Intelligence provides a set of pre-built portlets, reports, and workbooks so that you can view data from every level of your enterprise. This section describes the difference between a portlet, a report, and a workbook and also describes how you might use each of these pre-built content types. This section also describes the difference between an event alert, a periodic alert, and a target.

Reports and Portlets

Reports provide real-time information about a set of related parameters in your Oracle Applications. You can view a report online, or print it. The content of a report can range from summary information to a complete listing of values. E-Business Intelligence and other Oracle Applications provide a set of pre-built reports. You can select the value of parameters for these pre-built reports.

For example, the Bookings report displays information on orders booked for warehouse systems over a given period. You can set parameters such as the time period range, internal organization, geography, or item for the Bookings report. You can also select which parameter to view your data by. The values of this report are displayed in a tabular format, across the dimension that you choose when you set the View By parameter.

All reports run as concurrent programs in Oracle Applications from the Standard Request Submission window.

Portlets provide an easy way to view high-level E-Business Intelligence information on your Personal Homepage (PHP). Portlets display parts of pre-built intelligence area reports in a small region of your PHP. Use portlets to view a high-level summary or very specific detailed information, such as the scores for your top 10 suppliers or the number of items returned in the last 7 days. Many portlets contain links to other portlets, which you can use to drill down to get more detailed or related information on a particular value. For example, you can drill from a portlet that shows QTD Purchases by Supplier to a portlet that shows QTD Purchases by Supplier Site for the Current Year.

You can add an E-Business Intelligence portlet to your PHP the same way that you would add any other portlet. When you add a portlet you can choose which E-Business Intelligence report you want to display, customize the title, set the default report parameters, and choose the format (graphic or table). If the E-Business Intelligence report contains more information than the portlet can display, a View More link appears at the bottom of the portlet. Use the View More link to view the rest of the report. For example, if you set your portlet to display the Top 100 Orders report, the portlet will only display the top 10 orders. To see the next 10 orders, select the View More link, and so on for each additional group of 10.

Workbooks

Workbooks provide an analysis of E-Business Intelligence data arranged to show trends, tendencies, and relationships among groups of data. For example, the Spend Analysis workbook provides an analysis of both Purchasing and Payables data. You should think of a workbook as a three-ring binder filled with a bundle of reports

that contain specific data for specific tasks. E-Business Intelligence provides a set of pre-built workbooks, designed for business users, but you can also build your own workbooks using Oracle Discoverer.

Each workbook contains worksheets, which are pages that show data related to specific tasks. For example, a workbook that you create for sales and profit data might contain a worksheet that displays your profit for sales versus rentals in a table. Alternately, your workbook might contain a worksheet that compares your profits over the last two years according to sales region.

From any particular worksheet, you can drill down to a more detailed level of information. For example, from the worksheet that displays profit for sales versus rentals you might drill down to a particular cell in the worksheet to examine another worksheet that provides a historical overview of sales figures.

Event Alerts, Periodic Alerts, and Targets

Event alerts, periodic alerts, and targets provide an easy way to track important or unusual activity in your database. They let you reliably monitor regular, yet critical database events without forcing you to sort through many different reports.

With Oracle Alert, you can create alerts to monitor your business information and to notify you of the information you want to track. You can define one of two types of alerts: an event alert or a periodic alert. An event alert notifies you of activity in your database as it occurs. For example, if you set an event alert to notify you when your number of problem suppliers exceeds a certain benchmark, Oracle Applications immediately sends an event alert when you reach that benchmark. A periodic alert checks the database for information according to a schedule that you define. For example, if you set a periodic alert to look for problem suppliers every week, you get a periodic alert at the end of each week.

E-Business Intelligence provides targets, which let you set goals for your enterprise. When your data does not meet or exceeds your specified targets, E-Business triggers an alert. For example, if you set E-Business Intelligence to alert you whenever the number of problem suppliers in your database changes by a value of 5, you get an alert when your problem suppliers either increase or decrease by a value of 5.

Example: Using E-Business Intelligence Pre-Built Content

This example shows how three users in an organization might take advantage of Oracle E-Business Intelligence's different pre-built content for purchasing intelligence to try to improve the on-time delivery of a supplier.

The vice president of a major retail company, World Mart, views the Supplier Risk Indicator portlet every day as part of her company's E-Business Intelligence solution. The Supplier Risk Indicator portlet displays the number of problem suppliers, and the number of potential problem suppliers. From this portlet, the vice president drills down to the names of problem suppliers who provide widgets to World Mart. Noticing the high number of problem suppliers, she calls the director of procurement to get more information about the problem and to devise a solution.

The director of procurement tells the purchasing manager to investigate problem suppliers. Using the same Supplier Risk Indicator portlet as the vice president, the purchasing manager notes the areas where widget suppliers have particular problems (areas such as widget quality, delivery, price, or service). The purchasing manager opens the Supplier Scorecard report to review the suppliers' performance over time. He notes that some widget suppliers are improving, while others are not. The purchasing manager selects one supplier, Widget Systems, which is having particular trouble meeting online delivery dates. He analyses Widget Systems' most recent deliveries using the Supplier Performance workbook. The Deliveries Detail worksheet of the Supplier Performance workbook provides specific examples of late widget shipments over the last three months. The purchasing manager calls Widget Systems, explains the problem, and sets a goal to improve performance to 90% on-time delivery of widgets before the end of the month. The purchasing manager enters a target for the Delivery Score key performance indicator, which he uses to determine if Widget Systems meets the established goal.

Meanwhile, a business analyst wants to lower costs and generally improve the quality of suppliers' service. The business analyst decides that World Mart must consolidate purchases for widgets to an optimal number in order to achieve volume discounts. Using the Supply Base Consolidation workbook, the business analyst sees that World Mart has too many widget suppliers. She also notices that Widget Systems has not met its targets. The business analyst determines that World Mart has enough widget suppliers and that the company would save money if it consolidated purchases to widget suppliers with the best performance. She forwards her recommendation to the purchasing manager who put Widget Systems on a performance improvement plan.

Thus, using three different levels of E-Business Intelligence, World Mart was able to improve the overall performance of its widget suppliers and save money.

Alerts, Flexfields, and Targets

You can use Oracle Applications alerts, flexfields, and performance measurement targets with E-Business Intelligence. This chapter describes how to schedule and request alerts, map flexfields, and set and edit performance targets for E-Business Intelligence using Oracle Applications. This chapter contains the following topics:

- Setting Up Flexfield Mapping on page 2-2
- Accessing the Schedule Alert on page 2-6
- Setting Up the Request Alert on page 2-8
- Setting Up Responsibilities for Target Security on page 2-9
- Editing Simple Target on page 2-10
- The Performance Measure Web Window (see Chapter 5, "Performance Management Framework")
- The Dimension Level Combination Web Window (see Chapter 5, "Performance Management Framework")
- The Targets Web Window (see Chapter 5, "Performance Management Framework")

Setting Up Flexfield Mapping

Use the Flexfield Mapping window and the BIS Super User responsibility to map segments in key flexfields or attributes in descriptive flexfields to E-Business Intelligence dimension levels. This procedure allows E-Business Intelligence reports to use flexfield segments, and their value sets, in a way that makes sense for your particular implementation.

You need to have understanding of the dimension hierarchy, flexfields, and applications setup for specific installations, to implement the reporting function.

How to Implement Flexfield Mapping

When your organization initially installs Oracle Applications, you customize the flexfields to incorporate code segments that are meaningful to your business. During the implementation phase, you decide what each segment means, what values each segment can have, and what the specific segment values mean.

You can define rules to specify which segment values can be combined to make a valid complete code (also called a combination). You can also define relationships among the segments.

Because of the flexibility that flexfields provide, the structure or definition of flexfields may vary between companies, or even among divisions within companies.

Use the following steps to implement the Flexfield Mapping. You should complete these steps in the order presented:

1. Query a Key or Descriptive Flexfield for Mapping to E-Business Information Dimensions.

Use following steps to set up flexfield mapping:

- a. Login to Oracle Applications 11i.

Responsibility: BIS Super User

Path: Map Flexfields

You must be a valid Oracle Applications user to do this step. This means that the Application System Administrator must have already set up a login account for you, and given you access to the Oracle Applications BIS Super User responsibility.

For more information on how to setup users and assign responsibilities using the BIS Super User responsibility, please refer to the *Oracle Applications System Administrator's User Guide*.

- b. Select and open the E-Business Information Flexfield mapping window by double-clicking the Map Flexfields link.
- c. Query the Flexfield to be mapped (Key or Descriptive).
- d. Query the Flexfield in the Flexfield Name field.

Note: Currently you must query the flexfield that is to be mapped using the query by example method under the View menu. Be aware that the query is case sensitive. Both key and descriptive flexfields are available to be mapped. For example, to query the Chart of Accounts (a key flexfield) in the Oracle General Ledger Application, you enter either an exact match by typing in “Chart of Accounts,” or a partial match by typing “%Account%” in the flexfield.

CAUTION: The window does not warn you if the flexfield has not been set up properly for use in E-Business Information. Because the nature of this activity is to provide for as much flexibility as possible, you should use care and forethought to ensure proper results.

2. Select the E-Business Information Dimension to be Mapped.

E-Business Information provides a predefined (seeded) number of dimensions for mapping. Once you have filled the Flexfield block, the E-Business Information dimension block can be set. You do this by either typing in the correct dimension, or picking it from the list of values provided for the Dimension field.

3. Select the E-Business Information Dimension Level to be Mapped.

You can select the dimension level after the E-Business Information dimension has been set. You either type in the correct dimension level, or pick from the list of values provided for the Dimension Level field.

After you have chosen the Flexfield structure, and the dimension and dimension level have been set, you can do the segment mapping. You choose the Segment Mapping button at the bottom right-hand corner of the window to access the segment mapping window.

4. Select a Structure to Which You Want to Map the Dimension.

Segment Mapping enables you to choose a specific segment in a particular flexfield structure. You can then map the segment to a particular dimension level.

On the segment mapping window, you must select the proper structure. You can do this by either typing the structure into the Context Code field (Structure), or by selecting it from the list of values.

Note:

- For most descriptive flexfields, only the Global Data Elements are available. A more complex example would be when there are more than one Chart of Accounts in the General Ledger Application. This would require that you select one of the structures, i.e., Vision Operations or Vision Services. You can either type in the desired structure, or pick it from the list of values provided.
 - It is valid to map one structure and segment for Vision Operations, and to map another for Vision Services. For example, if Product was the dimension that was to be mapped, the proper segment for Vision Operations might be segment 3, while the proper segment for Vision Services might be segment 4.
-
-

5. Select the Segment to be Mapped.

After you have chosen the Context Code segment structure, you can select the segment for mapping. You can either type the segment name into the End User Column name field, or select it from the list of values. For example, if Vision Operation COA is the structure selected, and product is the dimension to be mapped, segment3 (product) might be the likely choice.

Note:

- There is no guarantee that this choice will make sense without some knowledge of how these flexfields are used at the site. Advance planning is recommended.
 - When you map a descriptive flexfield, the segment field is populated with an attribute (not a segment).
-

6. Save Changes.

After you have assigned the segment(s), save the changes.

7. Test the Flexfield Mapping.

This best way to determine if the Flexfield mapping window has accomplished its purpose is to test the result. You do this by testing the reports that use the dimensions set up by the window.

Accessing the Schedule Alert

Use the Schedule Alert window to schedule alerts for E-Business Intelligence. You can access the Schedule Alert window from the main menu or from the Dimension Level Combination Window.

Access From Main Menu

Use the following steps to access the schedule alert from the main menu:

1. Choose the list of values icon to bring up a window with the list of existing performance measures.
2. Select the measure from the list of values window, which will close automatically and the value will be entered.
3. Choose the Next button.
4. Choose the list of values icon to bring up a window with the list of existing dimension level combinations for this measure.

Note: The dimension levels will be separated by a ":" symbol.

5. Select the dimension level combination from the List of Values window, which will close automatically, and the value will be entered.
6. Choose the Next button. To change the performance measure, choose the Back button.

Access from Dimension Level Combination Window

From the Dimension Level Combination window, choose the icon that appears in the Schedule Alert column.

Setting Up the Schedule Alert

Use the Schedule Alert Window to set the parameters for performance alerts in E-Business Intelligence. Note that you cannot schedule a performance alert unless you have already defined performance targets using the Performance Management Framework. Once you schedule a performance alert, the alert will run at the frequency specified, each time calculating the actual, and comparing it to the target. The performance alert will generate a notification to you and other designated recipients with this information, along with a link to a related report. It will also start any corrective workflow associated with the measure, and update the actual value for display in the Performance Measure region of the homepage. The notification will appear in your worklist region on the personal homepage.

Alert Date, Time and Frequency

Run: This is the report frequency, with an entry box, and a choice of: once, hours, days, or months. The entry box allows you to modify the frequency with a number, such as: run every 2 weeks.

Start Date: This is the start date for the alert schedule. The required format is displayed below the box.

End Date: This is the end date for the alert schedule. The required format is displayed below the box. Note that if the frequency is specified as once, then the end date will not be used.

Time: This is the time of day for the alert schedule.

Alert Information

This contains the parameter information. It also lets you choose between running alerts for the current period, or the previous period. If the schedule date is at the end of a period, you should choose current period. If you are running the alert after the period has closed, you should choose previous period.

Submit

When finished, choose the submit button to schedule the alert. Choosing cancel will take you back, without submitting the alert.

Success Message

When scheduling the alert, the system will provide a success message that gives the request ID. This ID will assist you if you wish to cancel or change the request.

Setting Up the Request Alert

You can add yourself to the existing schedule of dimension level performance alerts using the Request Alert window, which you can access through the Dimension window. The performance alert will run at the existing schedule, each time calculating the actual, and comparing it to the target. If the actual is out of tolerance, the performance alert will send you a notification with this information, and a link to a related report. Your notification will appear in the worklist region of the personal homepage. If a performance measure does not have an existing schedule, the system will prevent the request from submitting, and will provide an error message.

Alert Date, Time and Frequency

Run: This gives the frequency of the alert

Start Date: This is the start date for the existing dimension level alert schedule.

End Date: This is the end date for the existing dimension level alert schedule. The required format is displayed below the box.

Time: This is the time of day for the alert schedule.

Alert Information

This contains the performance measure and parameter information.

Submit

When finished, choose the Submit button to request the alert. If you choose Cancel you will be taken back without submitting the alert.

Success Message

When scheduling the alert, the system will provide a success message.

Setting Up Responsibilities for Target Security

Use the Set Target Security window to set security for the target information of a performance measure. You can assign the responsibilities for the dimension level combinations of a specific performance measure. If a designated user has the responsibility, they will have access to creating, updating and deleting target information. You can access the set target security alert window from the main menu.

1. Choose the list of values icon to bring up a window with the list of existing performance measures.
2. Select the measure from the list of values window, which will close automatically, and the value will be entered. Choose the Next button.
3. Choose the list of values icon to bring up a window with the list of existing dimension level combinations for this measure.

Note: The dimension levels will be separated by a colon (:).

4. Select the dimension level combination from the list of values window, which will close automatically, and the value will be entered.
5. Choose the Next button. To change the performance measure, choose the Back button.

Setting Up Target Security

Use the following steps to set up responsibilities for Target Security:

1. To add responsibilities, choose the Add button. A new window will appear with a list of responsibilities.
2. Select the responsibility and the window will close. The new responsibility will display in the box.
3. To delete responsibilities, choose the responsibility to delete, then choose the Delete button.
4. Choose the Apply button to accept the changes, or the Cancel button to discard the changes.

Editing Simple Target

Use this window to create, edit, and delete target information for a performance measure. Target information includes the target value, tolerance ranges, and target owners. It allows you to enter data for a single row of target data. The target values display on E-Business Intelligence reports, and the tolerance ranges and owners are used in the E-Business Intelligence alerting process.

Alternately, use the Mass Target Edit window to enter and update multiple targets at the same time."

You can access the Simple Target Edit window while viewing a E-Business Intelligence Report. The table at the base of the report displays a column with target information. The values in the columns have links to the Target Edit window.

Setting Up Simple Target Edit

Use the Simple Target Edit window to display the performance measure and parameters for the target being edited.

1. Enter the new target value. Note that this is the target value in the unit of measure identified in the parameter section.
2. Enter new tolerance values for both the upper range and lower range. This enables the creation of three ranges, each with a different owner.

Note: The tolerance range values are in percent. For example, with a target of 100 and a desired tolerance range of 90-110, the tolerance range values would be 10 for lower and 10 for upper.

3. Choose the list of values icon and a window appears with a list of responsibilities and users. Select a value and the window will close.

These are the responsibilities or users that are notified when an out-of-tolerance situation occurs.
4. To subscribe to an alert, choose the Request button. The Request button is only activated if the alert is scheduled. Otherwise the Request button remains inactive.
5. To accept the additions and changes, choose the Apply button.
6. To delete the entire set of target information, choose the Delete button. To cancel the changes, choose the Cancel button.

This chapter contains a description of the reports available in Oracle E-Business Intelligence for Embedded Data Warehouse. This chapter includes the following topics.

- Manufacturing Intelligence Reports on page 3-12
- Purchasing Intelligence Reports on page 3-47
- Supply Chain Intelligence Reports on page 3-59

Manufacturing Intelligence Reports

The following is a list of the reports available for the Manufacturing Intelligence on E-Business Intelligence EDW.

- Expired Inventory Value Report on page 3-13
- Inventory Turns (Period Level) Report on page 3-15
- Inventory Turns (Quarter Level) Report on page 3-17
- Inventory Turns (Year Level) Report on page 3-19
- Late Production Completion Report on page 3-21
- Linearity Index Report on page 3-23
- Material Efficiency Report on page 3-25
- On-Hand Inventory Quantity Report on page 3-27
- On-Hand Inventory Value Report on page 3-29
- Percentage Scrap Report on page 3-31
- Percentage Total Inventory Value by Type Report on page 3-33
- Production Efficiency Report on page 3-35
- Product Gross Margin Report on page 3-37
- Product Sales Revenue Report on page 3-39
- Resource Efficiency Report on page 3-41
- Resource Utilization Report on page 3-43
- Total Inventory Value by Type Report on page 3-44
- Work In Process Inventory Value Report on page 3-45

Expired Inventory Value Report

The Expired Inventory Value report is designed to show the currently expired inventory value for lot-controlled items across organizations as of the specified period-end dates. The value of your expired inventory is compared to the total on-hand inventory value, so you can assess the problems associated with having on-hand inventory that has expired before use.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

- **On Hand:** The value of the on hand inventory.
- **Expired:** Sum (On Hand where the lot-controlled and the lot expiration date is before the period end date)

Graph

This line graph shows the value of the expired inventory by day and by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- On-Hand Inventory Value Report on page 3-29
- On-Hand Inventory Quantity Report on page 3-27
- Percentage Total Inventory Value by Type Report on page 3-33
- Work In Process Inventory Value Report on page 3-45
- Inventory Turns (Period Level) Report on page 3-15
- Inventory Analysis
- Additional Information

The value of the actual expired inventory reflects the inventory which has expired as of the period end dates entered into this report.

Inventory Turns (Period Level) Report

The Inventory Turns (Period Level) report displays historical inventory turns over a period compared to target turns for an inventory organization, or location, or both. The inventory turns ratio measures the number of times that inventory cycles, or is replaced, during the period. The cost of goods sold is also shown relative to the cost of inventory investment (average on-hand inventory value).

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period for which you want to use to run the report. You can run the report by period.

Report Headings

- **Period:** The period for which you ran the report.
- **Cost of Goods Sold:** The cost of goods sold.
- **Average On Hand Inventory Value:** The average value of the on hand inventory.
- **Inventory Turns:** $\text{COGS} / (\text{Average On Hand Inventory Value})$

Graphs

- **Cost of Goods Sold:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.
- **Average On Hand Inventory:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.
- **Inventory Turns:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Inventory Turns (Quarter Level) Report on page 3-17
- Inventory Turns (Year Level) Report on page 3-19
- On-Hand Inventory Value Report on page 3-29
- On-Hand Inventory Quantity Report on page 3-27
- Percentage Total Inventory Value by Type Report on page 3-33
- Work In Process Inventory Value Report on page 3-45
- Inventory Turns (Period Level) Report on page 3-15
- Expired Inventory Value Report on page 3-13
- Inventory Analysis

Additional Information

Inventory turns (period level) are represented by inventory location for all items and are calculated using only historical data. The calculation for inventory turns on an annualized basis is as follows

Inventory Turns for the Period Calculation

Inventory Turns for the period = (Cost of Goods Sold for the past n periods / Average Inventory for the past n periods) * (365 / Number of days in the last n periods)

Average Inventory Calculation

Average Inventory = (Sum of ending onhand inventory for the last n period / n)

Inventory Turns (Quarter Level) Report

The Inventory Turns (Quarter Level) report displays historical inventory turns over a quarter compared to target turns for an inventory organization, or location, or both. The inventory turns ratio measures the number of times inventory cycles, or is replaced, during the quarter. The cost of goods sold is also shown relative to the cost of inventory investment (average on-hand inventory value).

This report is for warehouse systems only.

Report Parameters

- **Time:** The time period that you want to use to run the report. You can run the report by quarter.
- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Report Headings

- **Quarter:** The quarter for which you ran the report.
- **Cost of Goods Sold:** The cost of goods sold.
- **Average On Hand Inventory Value:** The average value of the on hand inventory.
- **Inventory Turns:** $\text{COGS} / (\text{Average On Hand Inventory Value})$

Graphs

- **Cost of Goods Sold:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.
- **Average On Hand Inventory:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.
- **Inventory Turns:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- [Inventory Turns \(Period Level\) Report on page 3-15](#)
- [Inventory Turns \(Year Level\) Report on page 3-19](#)
- [On-Hand Inventory Value Report on page 3-29](#)
- [On-Hand Inventory Quantity Report on page 3-27](#)
- [Work In Process Inventory Value Report on page 3-45](#)
- [Inventory Turns \(Period Level\) Report on page 3-15](#)
- [Expired Inventory Value Report on page 3-13](#)
- [Inventory Analysis](#)

Inventory Turns (Year Level) Report

The Inventory Turns (Year Level) report displays historical inventory turns over a year compared to target turns for an inventory organization or location or both. The inventory turns ratio measures the number of times inventory cycles, or is replaced, during the year. The cost of goods sold is also shown relative to the cost of inventory investment (average on-hand inventory value).

This report is for warehouse systems only.

Report Parameters

- **Time:** The time period that you want to use to run the report. You can run the report by year.
- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Report Headings

- **Cost of Goods Sold:** The cost of goods sold (COGS).
- **Average On Hand Inventory Value:** The average value of the on-hand inventory.
- **Inventory Turns:** $\text{COGS} / (\text{Average On Hand Inventory Value})$

Graphs

- **Cost of Goods Sold:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.
- **Average On Hand Inventory:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.
- **Inventory Turns:** This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- On-Hand Inventory Value Report on page 3-29
- On-Hand Inventory Quantity Report on page 3-27
- Percentage Total Inventory Value by Type Report on page 3-33
- Work In Process Inventory Value Report on page 3-45
- Inventory Turns (Quarter Level) Report on page 3-17
- Inventory Turns (Period Level) Report on page 3-15
- Expired Inventory Value Report on page 3-13
- Inventory Analysis

Additional Information

Inventory turns (year level) are represented by inventory location for all items and are calculated using only historical data. The calculation for inventory turns on an annualized basis is as follows.

Inventory Turns Calculations

Inventory Turns = (Cost of Goods Sold for the past 12 periods / Average Inventory for the past 12 periods)

Average Inventory = (Sum of ending on-hand inventory for each period / 12)

Average Inventory is calculated as the sum of Onhand Inventory divided by 12

Late Production Completion Report

The Late Production Completion report is designed to show the jobs completed late for a given time period, for various production lines. This report would be used periodically, by managers responsible for ensuring timely completion of production jobs.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing, or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.
- **Production Line:** You can choose to run the report for all production lines or by production line.

Report Headings

- **Jobs Completed Late:** The total number of jobs that were completed late during the period.
- **Total Number of Jobs:** The total number of jobs that were completed during that period.
- **Jobs Completed Late Percentage:** $(\text{Jobs Completed Late} / \text{Total Number of Jobs}) * 100$

Graph

This line graph shows the total number of jobs completed late over the period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Late Production Completion Report on page 3-21
- Linearity Index Report on page 3-23
- Percentage Scrap Report on page 3-31
- Resource Efficiency Report on page 3-41
- Resource Utilization Report on page 3-43

Linearity Index Report

The Linearity Index report is designed to show the linearity index for production lines and products for a given time period. This report would be used periodically, by managers responsible for managing the deviations from production plans.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.
- **Production Line:** You can choose to run the report for all production lines or by production line.

Report Headings

- **Total Deviations:** Planned Output Quantity - Actual Output Quantity
- **Total Planned Rate:** The total planned output quantity.
- **Linearity Index:** $(1 - (\text{Total Deviations} / \text{Total Planned Rate})) * 100$

Graph

This line graph shows the linearity index over the time period.

Related Reports and Links

The following is a list of related reports:

- Late Production Completion Report on page 3-21
- Material Efficiency ReportMaterial Efficiency Report on page 3-25
- Percentage Scrap Report on page 3-31
- Resource Efficiency Report on page 3-41
- Resource Utilization Report on page 3-43

Material Efficiency Report

The Material Efficiency report is designed to show the trend of material usage efficiency for an item for a given time period. This report would be used periodically, by managers responsible for managing the usage of production material and productivity of various production lines.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.
- **Production Line:** You can choose to run the report for all production lines or by production line.

Report Headings

- **Actual Usage Value:** The value of the material that was actually used.
- **Planned Usage Value:** The value of the material that was planned for use.
- **Efficiency Percentage:** $(\text{Actual Output Value} / \text{Actual Input Value}) / (\text{Plan Output Value} / \text{Plan Input Value}) * 100$.

Graph

This line graph shows the efficiency that the material was used with over time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Late Production Completion Report on page 3-21
- Linearity Index Report on page 3-23
- Percentage Scrap Report on page 3-31
- Resource Efficiency Report on page 3-41
- Resource Utilization Report on page 3-43
- Production Effective Analysis

On-Hand Inventory Quantity Report

The On Hand Inventory Quantity report gives you a snapshot of on-hand inventory quantities by item or category or both and by organization or location or both. Quick access to on-hand inventory balances enables you to effectively manage inventory against target and safety stock levels.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.
- **Unit of Measure:** The unit of measure used to measure the quantity of inventory on hand.

Report Headings

- **On Hand Inventory Quantity:** The quantity of the on hand inventory.

Graph

This line graph shows the on hand inventory quantity by day or by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Expired Inventory Value Report on page 3-13
- Inventory Turns (Period Level) Report on page 3-15
- Inventory Turns (Quarter Level) Report on page 3-17
- Inventory Turns (Year Level) Report on page 3-19
- On-Hand Inventory Value Report on page 3-29
- Percentage Total Inventory Value by Type Report on page 3-33
- Work In Process Inventory Value Report on page 3-45
- Inventory Analysis

On-Hand Inventory Value Report

The On-Hand Inventory Value report presents a snapshot of the on-hand inventory value for an item or category or both and for a specific organization or location or both. This report enables you to monitor the cost of inventory carried. You can also view the trend of on-hand inventory value against targets.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

- **On Hand Inventory Value:** The value of the on hand inventory.

Graph

This line graph shows the on hand inventory value by day or by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Expired Inventory Value Report on page 3-13
- Inventory Turns (Period Level) Report on page 3-15
- Inventory Turns (Quarter Level) Report on page 3-17
- Inventory Turns (Year Level) Report on page 3-19
- On-Hand Inventory Quantity Report on page 3-27
- Work In Process Inventory Value Report on page 3-45
- Inventory Analysis

Percentage Scrap Report

The Percentage Scrap report is designed to show the amount of scrap produced for a given time period. This report would be used periodically by managers responsible for controlling the amount of material scrapped during the course of production.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

- **Actual Scrap Value:** The actual value of the scrap.
- **Planned Scrap Value:** The value of the planned amount of scrap.
- **Actual Output Value:** The actual value of output.
- **Scrap Percentage:** $\text{Actual Scrap Value} / (\text{Actual Scrap Value} + \text{Actual Output Value}) * 100$

Graph

This line graph shows the actual amount of scrap expressed as a percentage.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Late Production Completion Report on page 3-21
- Linearity Index Report on page 3-23
- Material Efficiency Report on page 3-25
- Resource Efficiency Report on page 3-41
- Resource Utilization Report on page 3-43

Percentage Total Inventory Value by Type Report

The Percentage Total Inventory Value by Type report shows the composition of your total inventory value by inventory type: percentage on-hand, percentage in-transit, and percentage work-in-process (WIP). This report enables you to understand your total inventory investment by comparing the trends of on-hand inventory costs to the values of inventories that are either in production or in transit.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

- **On Hand:** The total value of on hand inventory.
- **% On Hand:** On Hand/Total Inventory Value
- **In Transit:** The total value of inventory in transit.
- **% In Transit:** In Transit/Total Inventory Value
- **WIP:** The total value of work in process.
- **% of WIP:** WIP/Total Inventory Value
- **Total Inventory Value:** Sum (On Hand + In Transit + WIP)

Graph

This bar graph shows the inventory status by period or day for % On Hand, % In Transit, and % of WIP.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- On-Hand Inventory Value Report on page 3-29
- Work In Process Inventory Value Report on page 3-45
- Inventory Analysis

Production Efficiency Report

The Production Efficiency report is designed to show the trend of production efficiency of an organization or plant, for an item for a given time period. This report would be used periodically, by managers responsible for managing production efficiency of a plant or organization, for an item.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

- **Standard Time:** The planned time it takes to produce a Standard Quantity of items.
- **Actual Time Taken:** The time it took to produce the Actual Quantity of items.
- **Production Efficiency Percentage:** $(\text{Actual Quantity Produced} / \text{Actual Time Taken}) / (\text{Standard Quantity} / \text{Standard Time}) * 100$

Graphs

This line graph shows the production efficiency percentage as a line graph.

Related Reports and Links

From this report, you will be able to the following reports directly:

- Late Production Completion Report on page 3-21
- Material Efficiency ReportMaterial Efficiency Report on page 3-25
- Resource Efficiency Report on page 3-41
- Production Effectiveness Analysis

Product Gross Margin Report

The Product Gross Margin report is designed to show the trend of gross margin by product, also expressed as a percentage of sales revenue, from a mixed-mode manufacturing perspective. You can relate the product gross margin to the sales revenue and cost of goods sold. This report would be used periodically, by managers responsible for product profitability and percentage gross margin.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for all organizations, a business group, a legal entity, or operating unit.
- **Time:** : The time period that you want to use to run the report. You can choose to run the report by all years, year, quarter, or period.
- **Sales Channel:** You can choose to run the report by all sales channels or by a specific sales channel.
- **Geography:** You can choose to run the report by the city/postal code hierarchy. You can run the report by all locations, area, country, region, state, city, location.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. If you choose the sales item hierarchy, you can choose all items, item category, or item.
- **Business Plan:** The business plan for which you want to run the reports.

Report Headings

- **Cost of Goods Sold:** The the cost of goods sold (COGS).
- **Sales Revenue:** The total sales revenue for the time period.
- **Margin:** Sales Revenue - COGS
- **Margin%:** (Margin / Sales Revenue) * 100

Graph

- **Revenue, COGS, and Margin Graph:** This line graph summarizes the sales revenue, COGS, and margin for the specified time period.
- **Product Gross Margin Percentage:** This line graph summarizes sales revenue, COGS, and margin for the specified time period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- [Product Sales Revenue Report on page 3-39](#)
- [Product Gross Margin Report on page 3-37](#)

Product Sales Revenue Report

The Product Sales Revenue report is designed to show the trend of sales revenue by product, from a mixed-mode manufacturing perspective. This report would be used periodically, by managers responsible for product profitability.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for all organizations, a business group, legal entity, or operating
- **Time:** The time period that you want to use to run the report. You can choose to run the report by all years, year, quarter, or period.
- **Sales Channel:** You can choose to run the report by all sales channels or by a specific sales channel.
- **Geography:** You can choose to run the report by the city/postal code hierarchy. You can run the report by all locations, area, country, region, state, city, location.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.
- **Business Plan:** The business plan for which you want to run the report.

Report Headings

- **Year:** The year for which you generated the report.
- **Sales Revenue:** The total sales revenue for the year.
- **Previous Year's Sales Revenue:** The total sales revenue for the previous year.
- **Sales Growth%:** $(\text{Current year's Sales Revenue} - \text{Previous Year's Sales Revenue}) / (\text{Previous Year's Sales Revenue})$

Graph

- **Current Year vs. Last Year's Sales Revenue:** This line graph shows this year's sales revenue and the previous year's sales revenue.
- **Product Sales Growth Percentage:** This line graph shows this year's sales growth as a percentage.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- [Product Gross Margin Report on page 3-37](#)
- [Product Gross Margin Report on page 3-37](#)

Resource Efficiency Report

The Resource Efficiency report is designed to show the trend of resource efficiency of various resources for a given time period. This report would be used periodically, by managers responsible for managing the productivity of resources and departments.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Resource:** The resources that you want to report on. You can choose to view your resources by the group hierarchy for process manufacturing, or by the department hierarchy for discrete manufacturing. You can also choose to run this report for all resources, by department, or by resource.

Report Headings

- **Actual Usage:** The amount of the resource that was actually used.
- **Available Resource:** The amount of the resource that is available.
- **Efficiency Percentage:** $(\text{Available Resource} / \text{Actual Resource Used}) * 100$

Graph

This line graph shows the resource efficiency as a percentage over the time period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Late Production Completion Report on page 3-21
- Material Efficiency Report on page 3-25
- Percentage Scrap Report on page 3-31
- Resource Utilization Report on page 3-43
- Resource Analysis

Resource Utilization Report

The Resource Utilization report is designed to show the trend of resource utilization of various resources for a given time period. This report would be used periodically, by managers responsible for managing the productivity of resources and departments.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Resource:** The resources on which you want to report. You can choose to view your resources by the group hierarchy for process manufacturing, or by the department hierarchy for discrete manufacturing. You can also choose to run this report for all resources, by department, or by resource.

Report Headings

- **Actual Usage:** The amount of the resource that was actually used.
- **Available Resource:** The amount of the resource that is available.
- **Resource Utilization Percentage:** $(\text{Actual Usage} / \text{Available Resource}) * 100$

Graph

This line graph shows the resource utilization as a percentage over time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Late Production Completion Report on page 3-21
- Linearity Index Report on page 3-23
- Material Efficiency ReportMaterial Efficiency Report on page 3-25
- Percentage Scrap Report on page 3-31
- Resource Efficiency Report on page 3-41
- Resource Analysis

Total Inventory Value by Type Report

The Total Inventory Value by Type report calculates your total inventory value comprised of the following inventory types: on-hand, in-transit, and work-in-process (WIP). This report enables you to understand the trend of your total inventory investment by comparing the cost of on-hand inventory to the values of inventories that are not readily available due to production or transportation.

This report is warehouse based.

Work In Process Inventory Value Report

The Work In Process Inventory Value report shows the value of work-in-process (WIP) inventory by item or category or both in your organization. This report also provides the trend of WIP value over time to help you understand the value of your inventory that is tied up in production.

This report is for warehouse systems only.

Report Parameters

- **Inventory Locator:** The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.
- **Time:** The time period that you want to use to run the report.
- **Item:** The item category for which you want to run the report. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

- **WIP:** The value of the inventory used in the work in process.

Graph

This line graph shows the inventory value for the work in process by day and by period.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Expired Inventory Value Report on page 3-13
- On-Hand Inventory Quantity Report on page 3-27
- On-Hand Inventory Value Report on page 3-29
- Percentage Total Inventory Value by Type Report on page 3-33
- Inventory Turns
- Inventory Analysis

Purchasing Intelligence Reports

The following is a list of the reports that are available for Purchasing Intelligence on the warehouse.

- AP Leakage Report on page 3-48
- AP Spend Report on page 3-50
- Contract Leakage Report on page 3-51
- Contract Savings Summary Report on page 3-53
- PO Purchases Report on page 3-55
- Supplier Scorecard Report on page 3-57

AP Leakage Report

The AP Leakage Report can help you to reduce the amount of purchases that are bypassing your purchasing organization. AP Leakage occurs when invoices are paid without being matched to a purchase order. You can view AP Leakage over time, or you can view it using the Trading Partner, Person, Geography or Internal Organization dimensions.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.
- **Person:** The AP Clerk for whom you ran the report. You can run the report for a single AP Clerk.
- **Geography:** The geography for which you ran the report. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.
- **Time:** The time period for which you ran the report. You can run the report by Year, Quarter or Month.
- **Trading Partner:** The trading partner you ran the report for. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.

Report Headings

- **AP Spend:** The approved invoice amount.
- **PO Purchases:** The approved purchase order amount.
- **AP Leakage:** Purchases made off-contract, when an effective contract existed.
- **AP Leakage Percent:** The percent of AP Leakage.

Graphs

This graph shows the Contract Leakage as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following report directly:

- AP Spend Report on page 3-50

Additional Information

This report shows only approved invoice amounts.

AP Spend Report

The AP Spend Report provides a high level view of your organization's spend over time. You can view approved invoice amounts using the Trading Partner, Person, Geography and Internal Organization dimensions.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.
- **Person:** The AP Clerk you ran the report for. You can run the report for a single AP Clerk.
- **Geography:** The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.
- **Time:** The time period you ran the report for. You can run the report by Year, Quarter or Month.
- **Trading Partner:** The trading partner you ran the report for. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.

Report Headings

- **AP Spend:** Approved invoice amount.

Graphs

This graph shows the AP Spend as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following report directly:

- PO Purchases Report on page 3-55

Additional Information

This report displays amounts for approved invoices only. All amounts in this report are displayed in the common currency defined for the warehouse.

Contract Leakage Report

The Contract Leakage report provides a view of your organization's contract and non-contract purchases. This report identifies contract leakage and the potential savings that could occur if contract purchasing was enforced. You can view your purchases over time, or by using the Item, Trading Partner, Person, Geography and Internal Organization.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.
- **Time:** The time period you ran the report for. You can run the report by Year, Quarter or Month.
- **Person:** The buyer you ran the report for. You can run the report for a single buyer.
- **Geography:** The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.
- **Item:** The commodity for which you ran the report. You can run the report for Commodity or Item.

Report Headings

- **PO Purchases:** The total purchase order amount.
- **Contract Purchases:** The total purchases made using a contract.
- **Non Contract Purchases:** The total purchases made without using a contract, because no contract existed.
- **Leakage:** Purchases made off- contract, when an effective contract existed.
- **Potential Savings:** The amount of savings that would have been realized, had a contract been used. The contract price was lower than the price on the purchase order.

Graphs

- **Contract Leakage:** This stacked bar graph shows the following information about the contract savings: Contract Purchases, Non Contract Purchases, and Leakage.

Related Reports and Links

From this report, you will be able to access the following report directly:

- Contract Savings Summary Report on page 3-53

Additional Information

This report will only show approved purchase order amounts. All amounts in this report are displayed in the common currency defined for the warehouse.

Contract Savings Summary Report

The Contract Savings Summary Report provides a view of your organization's use of contracts, and how much potential savings could be realized if contracts were enforced. You can view your purchases using the Item, Trading Partner, Person, Geography and Internal Organization dimension.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.
- **Time:** The time period you ran the report for. You can run the report by Year, Quarter or Month.
- **Person:** The buyer you ran the report for. You can run the report for a single buyer.
- **Geography:** The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.
- **Supplier:** The supplier for which you ran the report. You can run the report for a Ultimate Parent Supplier, Supplier, or Supplier Site.
- **Item:** The commodity for which you ran the report. You can run the report for Commodity or Item.

Report Headings

- **PO Purchases:** The total purchase order amount.
- **Contract Purchases:** The total purchases made using a contract.
- **Non Contract Purchases:** The total purchases made without using a contract, because no contract existed.
- **Leakage:** Purchases made off- contract, when an effective contract existed.

- **Positive Potential Savings:** The amount of savings that would have been realized, had a contract been used. The contract price was lower than the price on the purchase order.
- **Negative Potential Savings:** The amount of money that would have been lost, had a contract been used. The contract price was higher than the price on the purchase order.

Graphs

This stacked bar graph shows the following information about the contract savings: Contract Purchases, Non Contract Purchases, and Leakage.

Related Reports and Links

From this report, you will be able to access the following report directly:

- [Contract Leakage Report on page 3-51](#)

Additional Information

This report will only show approved purchase order amounts. All amounts in this report are displayed in the common currency defined for the warehouse.

PO Purchases Report

The PO Purchases report provides a high level view of your organization's purchases over time. You can view your purchases using the Item, Trading Partner, Person, Geography and Internal Organization dimension.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization for which you ran the report. You can run the report for an Operating Unit or an Internal Organization.
- **Item:** The item for which you ran the report. You can run the report for Commodity or Item.
- **Trading Partner:** The trading partner for which you ran the report. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.
- **Time:** The time period for which you ran the report. You can run the report by Year, Quarter or Month.
- **Person:** The buyer for which you ran the report. You can run the report for a single buyer.
- **Geography:** The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.

Report Headings

- **PO Purchases:** The total purchase order amount.

Graphs

- **PO Purchases:** This line graph shows the total PO Purchases over the time period specified.
- **PO Purchases (Graph):** This bar graph shows the PO Purchases.

Related Reports and Links

From this report, you will be able to access the following report directly:

- AP Spend Report on page 3-50

Additional Information

This report will only show approved purchase order amounts. All amounts in this report are displayed in the common currency defined for the warehouse.

Supplier Scorecard Report

The Supplier Scorecard Report allows you to analyze the total supplier score, and each component of the score, for your organization's suppliers. This report allows you to compare one supplier against another based on each supplier's past performance.

This report is for warehouse systems only.

Report Parameters

- **Internal Organization:** The organization for which you ran the report. You can run the report for an Operating Unit or an Internal Organization.
- **Item:** The item for which you ran the report. You can run the report for Commodity or Item.
- **Trading Partner:** The trading partner for which you ran the report. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.
- **Time:** The time period for which you ran the report. You can run the report by Year, Quarter or Month.

Report Headings

- **Quality Score:** The percentage of goods and services accepted on inspection.

$$(\text{Goods Accepted} / \text{Goods Received}) * 100$$
- **Delivery Score:** The percentage of goods and services received on time.

$$(\text{Received On Time} / \text{Total Received}) * 100$$
- **Price Score:** This score is determined by comparing the price that a supplier sells to you, with the target price for that item. The target price is determined by finding the best price offered during the time period you are analyzing.

$$(\text{Transaction Quantity Ordered} * (\text{Target Price} / \text{Price})) / \text{Total Quantity Ordered}$$
- **Survey Score:** This score is calculated by taking the average survey scores for a supplier during a given time period.

$$((\text{Score} - \text{Minimum Score}) / (\text{Maximum Score} - \text{Minimum Score})) * 100$$
- **Total Score:** The average of the individual scores.

$$(\text{Price Score} + \text{Quality Score} + \text{Delivery Score} + \text{Survey Score}) / 4$$

Graphs

- **Total Score:** This graph shows the total score over the time period specified as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Supplier Scorecard (Line):** This graph shows the supplier scorecard over the time period as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Supplier Scorecard (Stacked Bar):** This bar graph shows the following information about the supplier scorecard: Quality Score Weight, Delivery Score Weight, Price Score Weight, and Survey Score Weight.

Related Reports and Links

There are no related reports.

Supply Chain Intelligence Reports

The following is a list of the reports available for the Supply Chain Intelligence for E-Business Intelligence EDW.

- Billing Backlog Report on page 3-60
- Bookings and Billings Report on page 3-63
- Bookings Report on page 3-65
- Book To Ship Cycle Time Report on page 3-67
- Book to Pick Cycle Time Report on page 3-69
- Book to Fulfill Cycle Time Report on page 3-71
- Pick to Ship Cycle Time Report on page 3-73
- Cancellations and Returns Report on page 3-75
- Delinquent Backlog Report on page 3-77
- Order Entry Cycle Time Report on page 3-79
- One Day Pick To Ship Report on page 3-80
- One Day Book To Ship Report on page 3-82
- One Day Pick To Ship (No Weekend) Report on page 3-84
- One Day Book To Ship (No Weekend) Report on page 3-86
- Order Fulfill Volume Report on page 3-88
- Order Ship Volume Report on page 3-90
- Order To Pay Cycle Time Report on page 3-92
- Order To Receive Cycle Time Report on page 3-93
- Receive To Pay Cycle Time Report on page 3-94
- Shipping Backlog Report on page 3-95
- Unbilled Shipment Backlog Report on page 3-97

Shared Reports

The following reports are shared by Supply Chain Intelligence and Manufacturing Intelligence. For more information on these reports, see the descriptions which are included in the Manufacturing Intelligence Reports section on page 3-12.

- Expired Inventory Value Report on page 3-13
- Inventory Turns (Period Level) Report on page 3-15
- Inventory Turns (Quarter Level) Report on page 3-17
- Inventory Turns (Year Level) Report on page 3-19
- Total Inventory Value by Type Report on page 3-44
- Late Production Completion Report on page 3-21
- On-Hand Inventory Quantity Report on page 3-27
- On-Hand Inventory Value Report on page 3-29
- Percentage Total Inventory Value by Type Report on page 3-33
- Product Gross Margin Report on page 3-37
- Product Sales Revenue Report on page 3-39
- Work In Process Inventory Value Report on page 3-45

Billing Backlog Report

The Billing Backlog report allows you to track the level of the Billing Backlog. By monitoring this measure, you can assess the monetary amount of the booked orders not yet billed and evaluate the degree of integration between your order management, shipping and billing processes.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. When viewing your backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog data at a given date. If you then pivot to the Time dimension, a single data point corresponding to the backlog level on the date entered will appear.

After viewing your backlog across the Time dimension (backlog trend within a date range), pivoting to any other dimension will return accumulated backlog levels. You must enter a date in the date range parameters to obtain the backlog levels for that date across the dimension.

This report is for warehouse systems only.

Report Parameters

- **Time:** The time period for which the report is generated. You can choose to generate the report by Day only.
- **Internal Organization:** The internal organization the report is generated for. You can choose to generate the report for business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Item:** The item category for the report.
- **Order Source:** The order source for the report.
- **Order Type:** The order type for the report.
- **Business Plan:** The business plan for the report.
- **View By:** The parameter by which you want to view the report.

Report Headings

- **Backlog Revenue:** Unit Selling Price * Billing Backlog Quantity
- **Backlog COGS:** Unit Standard Cost * Billing Backlog Quantity
- **Gross Margin:** Backlog Revenue - Backlog COGS
- **Margin%:** (Gross Margin / Backlog Revenue) * 100

Graphs

- **Billing Backlog Margin %:** This graph shows the billing backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Delinquent Backlog Margin Breakdown:** This graph shows the billing backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Bookings Report on page 3-65
- Bookings and Billings Report on page 3-63
- Cancellations and Returns Report on page 3-75
- Shipping Backlog Report on page 3-95
- Delinquent Backlog Report on page 3-77
- Unbilled Shipment Backlog Report on page 3-97
- On-Time Shipment Analysis
- Bookings, Billings and Shipping Analysis
- Backlogs Analysis

Bookings and Billings Report

The Booking and Billings report provides you with information on your bookings and billings levels, over a given period. The inflows for this report are from new orders being placed, and the outflows are from orders being invoiced. You can use the Net Bookings and Billings measures to track and compare with your target bookings and billings.

The time grouping is based on the Booked Date.

This report is for warehouse systems only.

Report Parameters

- **Time From - To:** The time period for which the report is generated. You can choose to generate the report by Year, Quarter, or Period.
- **Internal Organization:** The internal organization for which the report is generated for. You can choose to generate the report for business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Item:** The item category for the report.
- **Order Source:** The order source for the report.
- **Order Type:** The order type for the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **Net Bookings:** $(\text{Unit Selling Price} * \text{Ordered Quantity}) - (\text{Unit Selling Price} * \text{Returned Quantity})$ **Note:** Cancelled Quantity is already subtracted out of the Order Quantity.
- **Billings:** $(\text{Unit Selling Price} * \text{Invoiced Quantity}) - (\text{Unit Selling Price} * \text{Returned Quantity})$

Graphs

- **Bookings:** This graph shows the total bookings as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Billings:** This graph shows the total billings as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- **Bookings Report on page 3-65**
- **Cancellations and Returns Report on page 3-75**
- **Shipping Backlog Report on page 3-95**
- **Billing Backlog Report on page 3-60**
- **Unbilled Shipment Backlog Report on page 3-97**
- **Delinquent Backlog Report on page 3-77**
- **On-Time Shipment Analysis**
- **Bookings, Billings & Shipping Analysis**
- **Backlogs Analysis**

Bookings Report

The Bookings report displays information on orders booked over a given period. The values for Net Bookings at List, Discounts, Net Bookings, COGS, Gross Margin, Margin% Actual, Target, and Variance are displayed in a tabular format, across the dimension that was chosen in the View By parameter.

This report is for warehouse systems only.

Report Parameters

- **Time:** The time period for which the report is generated. You can choose to generate the report by Year, Quarter, or Period.
- **Internal Organization:** The internal organization for which the report is generated. You can choose to generate the report for business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Item:** The item category for the report.
- **Order Source:** The order source for the report.
- **Order Type:** The order type for the report.
- **Business Plan:** The business plan for the report.
- **View By:** The parameter by which you want to view the report.

Report Headings

- **Net Bookings at List:** $(\text{Unit List Price} * \text{Order Quantity}) - (\text{Unit List Price} * \text{Returned Quantity})$
Note: Canceled Quantity is already subtracted out of the Order Quantity.
- **Discounts:** Net Bookings at List Price - Net Bookings
- **Net Bookings:** $(\text{Unit Selling Price} * \text{Order Quantity}) - (\text{Unit Selling Price} * \text{Returned Quantity})$
Note: Canceled Quantity is already subtracted out of the Order Quantity.
- **COGS:** $(\text{Unit Cost} * \text{Order Quantity}) - (\text{Unit Cost} * \text{Returned Quantity})$
Note: Canceled Quantity already subtracted out of the Order Quantity.
- **Gross Margin:** Net Bookings - COGS
- **Margin%:** $(\text{Gross Margin} / \text{Net Bookings}) * 100$

Graphs

- **Booking Margin Breakdown:** This graph shows the booking margin breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Bookings Margin Percent:** This graph shows the booking margin percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Cancellations and Returns Report on page 3-75
- Shipping Backlog Report on page 3-95
- Billing Backlog Report on page 3-60
- Unbilled Shipment Backlog Report on page 3-97
- Delinquent Backlog Report on page 3-77
- Bookings and Billings Report on page 3-63
- On-Time Shipment Analysis
- Bookings, Billings and Shipping Analysis
- Backlogs Analysis

Book To Ship Cycle Time Report

The Book to Ship Cycle Time report displays the average time it takes from booking the order to shipping the items. Monitoring the Book to Ship Cycle Time report enables you to evaluate the integration and velocity of your order management, manufacturing, picking, and shipping processes. By tracking this measure, you can detect issues such as out of stock items, slow transfer of information between processes, or other manufacturing problems.

An order may have more than one shipment for an order line; therefore, only the latest ship date is used to calculate the Book to Ship measure for each order line. The Booked Date is used to group Order Lines along the Time dimension. Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **Book to Ship Cycle Time:** Latest Ship Date - Booked Date

Graphs

- **Book to Ship Cycle Time:** This graph shows the book to ship cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following report directly:

- [Order Entry Cycle Time Report on page 3-79](#)

Book to Pick Cycle Time Report

The Book to Pick Cycle Time report provides you with information on the time it takes from Booking the order to the Pick Release of the items. By monitoring the Book to Pick cycle time, you can evaluate the integration and velocity of your order management, manufacturing, and picking processes. Tracking this measure enables you to detect out of stock issues, slow transfer of information between processes, or manufacturing problems.

As an order can have more than one pick release for an order line, only the latest pick release date is used to calculate the Book to Pick measure for each order line.

The Booked Date is used to group Order Lines along the Time dimension. Only actual orders (excluding returns) and order lines with shippable items are considered.

This report is for warehouse systems only.

Report Parameters

- **Time From - To:** The date range for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category that you want to run the report for.
- **Internal Organization:** The internal organization the report is generated for. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to run this report for an area, country, or region.
- **Order Source:** The order source that you want to run the report for.
- **Order Type:** The order type that you want to run the report for.
- **Sales Channel:** The sales channel that you want to run the report for.

Report Headings

- **Book to Latest Pick Cycle Time:** Booked Date - Latest Pick Date

Graph

- **Book To Latest Pick Cycle Time:** This graph shows the book to pick cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Book to Fulfill Cycle Time Report
- Book To Ship Cycle Time Report
- Order Entry Cycle Time Report
- Pick to Ship Cycle Time Report

Book to Fulfill Cycle Time Report

The Book to Fulfill Cycle Time report provides you with information on the time it takes from Booking the order to Fulfilling the items. An order line is considered fulfilled when all ordered shippable items have been shipped, or ordered shippable items have been partially shipped but order line is considered as “closed”, or ordered non shippable items have been invoiced.

The Booked Date is used to group Order Lines along the Time dimension. Only actual orders (excluding returns) are considered.

This report is for warehouse systems only.

Report Parameters

- **Time From - To:** The date range for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category that you want to run the report for.
- **Internal Organization:** The internal organization the report is generated for. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to run this report for an area, country, or region.
- **Order Source:** The order source that you want to run the report for.
- **Order Type:** The order type that you want to run the report for.
- **Sales Channel:** The sales channel that you want to run the report for.

Report Headings

- **Book to Fulfill Cycle Time:** Booked Date - Fulfilled Date

Graph

- **Book to Fulfill Cycle Time:** This graph shows the book to fulfill cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- [Book to Pick Cycle Time Report](#)
- [Book To Ship Cycle Time Report](#)
- [Order Entry Cycle Time Report](#)
- [Pick to Ship Cycle Time Report](#)

Pick to Ship Cycle Time Report

The Pick to Ship Cycle Time report provides you with information on the time it takes from Pick Release to Shipping the items. By monitoring the Pick to Ship cycle time, you can evaluate the integration and velocity of your picking and shipping processes. Tracking this measure enables you to detect out of stock issues, slow transfer of information between processes, or picking or shipping problems.

As an order can have more than one pick release and more than one shipment for an order line, only the latest pick release and shipping dates are used to calculate the Pick to Ship cycle time measure for each order line.

Note that the Book Date is used to group Order Lines along the Time dimension. Only actual orders (excluding returns) and order lines with shippable items are considered.

This report is for warehouse systems only.

Report Parameters

- **Time From - To:** The date range for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category that you want to run the report for.
- **Internal Organization:** The internal organization the report is generated for. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to run this report for an area, country, or region.
- **Order Source:** The order source that you want to run the report for.
- **Order Type:** The order type that you want to run the report for.
- **Sales Channel:** The sales channel that you want to run the report for.

Report Headings

- **Pick to Ship Cycle Time:** Latest Ship Date - Latest Pick Release Date

Graph

- **Pick to Ship Cycle Time:** This graph shows the pick to ship cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Book To Fulfill Cycle Time Report
- Book to Pick Cycle Time Report
- Book To Ship Cycle Time Report
- Order Entry Cycle Time Report

Cancellations and Returns Report

The Cancellations and Returns report provides you with information on your return and cancellation levels. By tracking those measures, you can detect potential issues with the quality or timeliness of your shipments, or identify the main causes for order cancellations. By comparing return and cancellation amounts with booked order value, you can assess if your cancellations and returns are under control.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **Gross Bookings:** $(\text{Unit Selling Price} * \text{Ordered Quantity}) + (\text{Unit Selling Price} * \text{Cancelled Quantity})$
- **Cancellations:** $\text{Unit Selling Price} * \text{Invoiced Quantity}$
- **Cancellations%:** $\text{Cancellations} / \text{Gross Bookings}$
- **Returns:** $\text{Unit Selling Price} * \text{Returned Quantity}$
- **Returns%:** $\text{Returns} / (\text{Unit Selling Price} * \text{Ordered Quantity})$ (equivalent to $\text{Returns} / (\text{Gross Bookings} - \text{Cancellations})$)

Graphs

- **Cancellations%:** This graph shows the percent of cancellations as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Returns%:** This graph shows the percent of returns as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Bookings Report on page 3-65
- Cancellations and Returns Report on page 3-75
- Shipping Backlog Report on page 3-95
- Billing Backlog Report on page 3-60
- Unbilled Shipment Backlog Report on page 3-97
- Delinquent Backlog Report on page 3-77
- Bookings and Billings Report on page 3-63
- On-Time Shipment Analysis
- Bookings, Billings and Shipping Analysis
- Backlogs Analysis

Delinquent Backlog Report

The Delinquent Backlog report allows you to track the level of the Delinquent Backlog. By monitoring this measure, you can assess the monetary amount of the scheduled shipments that are not yet shipped and for which the schedule ship date is past, and evaluate the performance of your shipping process.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. When you view your backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog to a given date. Then, when you pivot to the Time dimension, the report will show a single data point for the backlog on the date entered.

After viewing your backlog across the Time dimension (backlog trend within a date range), you can pivot to any other dimension to return your accumulated backlog levels. To obtain the backlog levels across the dimension, you must enter a date in the data range parameters.

This report is for warehouse systems only.

Report Parameters

- **Time From - To:** The time period for which the report is generated. You can choose to generate the report by Day only.
- **Internal Organization:** The internal organization for which the report is generated. You can choose to generate the report for business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Item:** The item category for the report.
- **Order Source:** The order source for the report.
- **Order Type:** The order type for the report.
- **Business Plan:** The business plan for the report.
- **View By:** The parameter by which you want to view the report.

Report Headings

- **Backlog Revenue:** Unit Selling Price * Delinquent Backlog Quantity
- **Backlog COGS:** Unit Standard Cost * Delinquent Backlog Quantity
- **Gross Margin:** Backlog Revenue - Backlog COGS
- **Margin%:** (Gross Margin / Backlog Revenue) * 100

Graphs

- **Delinquent Backlog Margin %:** This graph shows the delinquent backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Delinquent Backlog Margin Breakdown:** This graph shows the delinquent backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Bookings Report on page 3-65
- Cancellations and Returns Report on page 3-75
- Shipping Backlog Report on page 3-95
- Billing Backlog Report on page 3-60
- Unbilled Shipment Backlog Report on page 3-97
- Delinquent Backlog Report on page 3-77
- Bookings and Billings Report on page 3-63
- On-Time Shipment Analysis
- Bookings, Billings and Shipping Analysis
- Backlogs Analysis

Order Entry Cycle Time Report

The Order Entry Cycle Time report displays the time it takes for receiving the order from the customer until the order is booked. This report allows you to track the order entry cycle time. By monitoring this measure, you can assess the velocity and performance of your order management process.

Only actual orders (excluding returns) are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to run this report for an area, country, or region.
- **Set of Books:** The set of books for which you want to run the report.
- **Trading Partner:** The trading partner for which you want to run the report.
- **Business Plan:** The business plan for which you want to run the report.

Report Headings

- **Order Entry Cycle Time:** Booked Date - Order Date

Graphs

- **Order Entry Cycle Time:** This graph shows the order entry cycle time as a line graph if the View By parameter is Time; as a bar graph if the View By parameter is not Time.

Related Reports and Links

From this report, you will be able to access the following report directly:

- [Book To Ship Cycle Time Report on page 3-67](#)

One Day Pick To Ship Report

This report provides you with information on the number of sales orders that were shipped within 24 hours after they were picked. By monitoring this measure, you can assess the effectiveness of your picking and shipping processes.

Only actual orders (excluding returns) are considered, and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **# of Orders Fully Shipped:** Count of orders having at least one order line shippable.
- **# One Day Pick to Ship:** Count of orders having pick to ship cycle time less than or equal to 24 hours.
- **% One Day Pick to Ship:** $\# \text{ One Day Pick to Ship} / \# \text{ of Orders Fully Shipped} * 100$

Graphs

- **# Orders Fully Shipped:** This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **% One Day Pick to Ship:** This graph shows the actual percent of orders with a pick to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order Ship Volume Report on page 3-90
- Order Fulfill Volume Report on page 3-88
- One Day Book To Ship Report on page 3-82
- On-Time Shipment Analysis
- Shipping Volume and Cycle Time Analysis
- Order Fulfillment Analysis

One Day Book To Ship Report

The One Day Book to Ship report provides you with information on the number of sales orders that were shipped within 24 hours after they were booked. By monitoring this measure, you can assess the effectiveness of your shipping process and evaluate the degree of integration between your order management, inventory, manufacturing, picking, and shipping processes.

Only actual orders (excluding returns) are considered, and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **# of Orders Fully Shipped:** Count of orders having at least one order line shippable.
- **# One Day Book to Ship:** Count of orders having book to ship cycle time less than or equal to 24 hours.
- **% One Day Book to Ship:** $\# \text{ One Day Book to Ship} / \# \text{ of Orders Fully Shipped} * 100$

Graphs

- **# Orders Fully Shipped:** This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **% One Day Book to Ship:** This graph shows the actual percent of orders with a book to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order Ship Volume Report on page 3-90
- Order Fulfill Volume Report on page 3-88
- On-Time Shipment Analysis
- Shipping Volume and Cycle Time Analysis
- Order Fulfillment Analysis

One Day Pick To Ship (No Weekend) Report

The One Day Pick to Ship (No Weekend) report provides you with information on the number of sales orders that were shipped within 24 hours (excluding weekends) after they were picked. By monitoring this measure, you can assess the effectiveness of your picking and shipping processes.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **# of Orders Fully Shipped:** Count of orders having at least one order line shippable.
- **# One Day Pick to Ship:** Count of orders having pick to ship cycle time less than or equal to 24 hours.
- **% One Day Pick to Ship:** $\# \text{ One Day Pick to Ship} / \# \text{ of Orders Fully Shipped} * 100$

Graphs

- **# Orders Fully Shipped:** This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **% One Day Pick to Ship:** This graph shows the actual percent of orders with a pick to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order Ship Volume Report on page 3-90
- Order Fulfill Volume Report on page 3-88
- One Day Book To Ship Report on page 3-82
- On-Time Shipment Analysis
- Shipping Volume and Cycle Time Analysis
- Order Fulfillment Analysis

One Day Book To Ship (No Weekend) Report

The One Day Book To Ship (No Weekend) report provides you with information on the number of sales orders that were shipped within 24 hours (excluding weekends) after they were booked. By monitoring this measure, you can assess the effectiveness of your shipping process and evaluate the degree of integration between your order management, inventory, manufacturing, picking, and shipping processes.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **# of Orders Fully Shipped:** Count of orders having at least one order line shippable.
- **# One Day Book to Ship:** Count of orders having book to ship cycle time less than or equal to 24 hours.
- **% One Day Book to Ship:** $\# \text{ One Day Book to Ship} / \# \text{ of Orders Fully Shipped} * 100$

Graphs

- **# Orders Fully Shipped:** This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **% One Day Book to Ship:** This graph shows the actual percent of orders with a book to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order Ship Volume Report on page 3-90
- Order Fulfill Volume Report on page 3-88
- One Day Book To Ship Report on page 3-82
- On-Time Shipment Analysis
- Shipping Volume and Cycle Time Analysis
- Order Fulfillment Analysis

Order Fulfill Volume Report

The Order Fulfill Volume report provides you with information on the number of Sales Orders completely fulfilled for a specified time period. By monitoring this measure, you can assess the effectiveness of your order fulfillment process.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report. Note that the Fulfilled Date is used for grouping Sales Orders along the Time dimension.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The date range for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **Number of Orders Fulfilled:** Count of the distinct order numbers where all order lines of an order are fulfilled.

Graph

Order Fulfill Volume: This graph shows the number of orders fulfilled as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- [Billing Backlog Report on page 3-60](#)
- [Bookings and Billings Report on page 3-63](#)
- [Bookings Report on page 3-65](#)
- [Book To Ship Cycle Time Report on page 3-67](#)
- [Order Ship Volume Report on page 3-90](#)
- [On-Time Shipment Analysis](#)

Order Ship Volume Report

The Order Ship Volume report provides you with information on the number of Sales Orders that have been shipped. By monitoring this measure, you can assess the effectiveness of your shipping process.

The Shipment Date is used for grouping Sales Orders along the Time dimension. Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Business Plan:** The business plan for which you want to run the report.
- **Order Source:** The source of the orders for which you want to run the report.
- **Order Type:** The type of orders for which you want to run the report.
- **Sales Channel:** The sales channel for which you want to run the report.

Report Headings

- **Number of Orders Shipped:** Count distinct order numbers where there is at least one Shipped Date for that order.

Graph

Order Ship Volume: This graph shows the number of orders shipped as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- [Billing Backlog Report on page 3-60](#)
- [Bookings and Billings Report on page 3-63](#)
- [Bookings Report on page 3-65](#)
- [Book To Ship Cycle Time Report on page 3-67](#)
- [Order Fulfill Volume Report on page 3-88](#)
- [On-Time Shipment Analysis](#)

Order To Pay Cycle Time Report

The Order to Pay Cycle Time report displays the number of days from purchase order approval until the payment is sent to the supplier. By monitoring this measure, you can assess the effectiveness of your procurement process and its integration with your Payables department.

Internal purchase orders are excluded from this report. Note that the Order Approval Date is used to group Purchase Orders along the Time dimension.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Set of Books:** The set of books you want to run the report for.
- **Trading Partner:** The trading partner for which you want to run the report.
- **Business Plan:** The business plan for which you want to run the report.

Report Headings

- **Order to Pay Cycle Time:** Check Cut Date - Purchase Order Approval Date

Graph

Order to Pay Cycle Time: This graph shows the order to pay cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order To Receive Cycle Time Report on page 3-93

Order To Receive Cycle Time Report

The Order to Receive Cycle Time report displays the number of days it takes from ordering the material from the supplier to the time it was received from the supplier. By monitoring this measure, you can assess the effectiveness of your suppliers.

Internal purchase orders are excluded from this report. Note that the Order Approval Date is used to group Purchase Orders along the Time dimension.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Set of Books:** The set of books for which you want to run the report.
- **Trading Partner:** The trading partner for which you want to run the report.
- **Business Plan:** The business plan for which you want to run the report.

Report Headings

- **Order to Receive Cycle Time:** Goods Received Date - Purchase Order Approval Date

Graph

Order to Receive Cycle Time: This graph shows the order to receive cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order To Pay Cycle Time Report on page 3-92

Receive To Pay Cycle Time Report

The Receive to Pay Cycle Time report displays the number of days it takes from the time the goods were received until the time the payment is sent to the supplier. By monitoring this measure, you can assess the effectiveness of your Payables department and its integration with the receiving process.

Internal purchase orders are excluded from this report. Note that the Goods Received Date is used to group Receipts along the Time dimension.

This report is for warehouse systems only.

Report Parameters

- **Time From:** The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Time To:** The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.
- **Item:** The item category for which you want to run the report.
- **Internal Organization:** The organization for which you want to run the report. You can choose to run this report for a business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Set of Books:** The set of books for which you want to run the report.
- **Trading Partner:** The trading partner for which you want to run the report.
- **Business Plan:** The business plan for which you want to run the report.

Report Headings

- **Receive to Pay Cycle Time:** Check Cut Date - Goods Received Date

Graph

Receive to Pay Cycle Time: This graph shows the receive to pay cycle time as a line graph if the View By parameter is Time; as a bar graph if the View By parameter is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Order To Pay Cycle Time Report on page 3-92
- Order To Receive Cycle Time Report on page 3-93

Shipping Backlog Report

The Shipping Backlog report allows you to track the level of the Shipping Backlog. By monitoring this measure, you can assess the monetary value of the Booked Orders not yet Shipped and evaluate the degree of integration between your order management and shipping processes.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. To view backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog at a given date. If you then pivot to the Time dimension, you will see a single data point corresponding to the backlog level at the date entered.

After you view your backlog across the Time dimension (backlog trend within a date range), when you pivot to any other dimension, your accumulated backlog levels will appear. You must enter a date in the date range parameters to obtain the right backlog levels across the selected dimension.

This report is for warehouse systems only.

Report Parameters

- **Time:** The time period for which the report is generated. You can choose to generate the report by Day only.
- **Internal Organization:** The internal organization the report is generated for. You can choose to generate the report for business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Item:** The item category for the report.
- **Order Source:** The order source for the report.
- **Order Type:** The order type for the report.
- **Business Plan:** The business plan for the report.
- **View By:** The parameter by which you want to view the report.

Report Headings

- **Backlog Revenue:** Unit Selling Price * Shipping Backlog Quantity
- **Backlog COGS:** Unit Standard Cost * Shipping Backlog Quantity
- **Gross Margin:** Backlog Revenue - Backlog COGS
- **Margin%:** (Gross Margin / Backlog Revenue) * 100

Graphs

- **Shipping Backlog Margin %:** This graph shows the backlog of shipping backlog broken down by revenue as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Shipping Backlog Margin Breakdown:** This graph shows the backlog of shipping backlog broken down by margins as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Billing Backlog Report on page 3-60
- Bookings and Billings Report on page 3-63
- Bookings Report on page 3-65
- Cancellations and Returns Report on page 3-75
- Delinquent Backlog Report on page 3-77
- Unbilled Shipment Backlog Report on page 3-97
- On-Time Shipment Analysis
- Bookings, Billings and Shipping Analysis
- Backlogs Analysis

Unbilled Shipment Backlog Report

The Unbilled Shipment Backlog report allows you to track the level of the Unbilled Shipments Backlog. By monitoring this measure, you can assess the monetary value of the executed shipments not yet billed and evaluate the degree of integration between your shipping and billing processes.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. To view your backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog at a given date. Then, when you pivot to the Time dimension, a single data point corresponding to the backlog level at the date entered will appear.

Once you view your backlog across the Time dimension (backlog trend within a date range), and you pivot to any other dimension, your accumulated backlog levels will appear. You must enter a date in the date range parameters to obtain the right backlog levels for the selected dimension.

This report is for warehouse systems only.

Report Parameters

- **Time:** The time period for which the report is generated. You can choose to generate the report by Day only.
- **Internal Organization:** The internal organization the report is generated for. You can choose to generate the report for business group, legal entity, operating unit, or organization.
- **Geography:** The geography for which you want to run the report. You can choose to generate the report for area, country, region
- **Item:** The category for the report.
- **Order Source:** The order source for the report.
- **Order Type:** The order type for the report.
- **Business Plan:** The business plan for the report.
- **View By:** The parameter by which you want to view the report.

Report Headings

- **Backlog Revenue:** Unit Selling Price * Unbilled Shipments Backlog Quantity
- **Backlog COGS:** Unit Standard Cost * Unbilled Shipments Backlog Quantity
- **Gross Margin:** Backlog Revenue - Backlog COGS
- **Margin%:** (Gross Margin / Backlog Revenue) * 100

Graphs

- **Unbilled Shipments Backlog Margin %:** This graph shows the backlog of unbilled shipments broken down by revenue as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.
- **Unbilled Shipments Backlog Margin Breakdown:** This graph shows the backlog of unbilled shipments broken down by margins as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Related Reports and Links

From this report, you will be able to access the following reports directly:

- Billing Backlog Report on page 3-60
- Bookings and Billings Report on page 3-63
- Bookings Report on page 3-65
- Cancellations and Returns Report on page 3-75
- Delinquent Backlog Report on page 3-77
- Shipping Backlog Report on page 3-95
- On-Time Shipment Analysis
- Bookings, Billings & Shipping Analysis
- Backlogs Analysis

Workbooks

This chapter describes each workbook and worksheet currently available in Oracle E-Business Intelligence Embedded Data Warehouse Release 11i.6. Each workbook contains one or more worksheets. Worksheets consist of various row data, column data, and related charts. (new para) This chapter contains the following topics:

- Project Intelligence Workbooks on page 4-4
 - Revenue Detail Analysis Workbook on page 4-5
 - Cost Detail Analysis Workbook on page 4-8
 - Budget Analysis Workbook on page 4-12
- Purchasing Intelligence Workbooks on page 4-15
 - Spend Analysis Workbook on page 4-16
 - Contract Analysis Workbook on page 4-33
 - Discount Analysis Workbook on page 4-50
 - Supplier Performance Workbook on page 4-61
 - Supply Base Optimization Workbook on page 4-82
 - Productivity Analysis Workbook on page 4-102
 - Buyer Analysis Workbook on page 4-121

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- Manufacturing Intelligence Workbooks on page 4-135
 - Inventory Analysis Workbook on page 4-136
 - Margin Analysis Workbook on page 4-163
 - Production Analysis Workbooks on page 4-194
 - Production Effectiveness Analysis Workbook on page 4-195
 - Work-In-Process Analysis Workbook on page 4-222
 - Resource Analysis Workbook on page 4-231
 - Continuous Improvement Analysis Workbook on page 4-240
 - Financials Intelligence Workbooks on page 4-252
 - Revenue by Customer Analysis Workbook on page 4-253
 - Revenue by Geography Analysis Workbook on page 4-260
 - Revenue by Sales Representative Analysis Workbook on page 4-267
 - AP Invoices on Hold Analysis Workbook on page 4-274
 - AP Invoice Payments Analysis Workbook on page 4-276
 - AP Invoices Discount Analysis Workbook on page 4-278
 - AP Leakage Analysis Workbook on page 4-280
 - Supply Chain Intelligence Workbooks on page 4-282
 - Bookings, Billings & Shipping Analysis Workbook on page 4-283
 - Backlog Analysis Workbook on page 4-305
 - On-Time Shipment Analysis Workbook on page 4-326
 - Product Gross Margin Analysis Workbook on page 4-337
 - Inventory Analysis Workbook on page 4-337
 - Order Fulfillment Analysis Workbook on page 4-338
 - Procurement Cycle Time Analysis Workbook on page 4-348
 - Shipping Volume & Cycle Time Analysis Workbook on page 4-363

Scheduling Workbooks

In Oracle E-Business Intelligence Release 11i.6, workbooks may be scheduled to run during off-peak hours. We suggest you use this feature when running workbooks that collect large amounts of data.

Project Intelligence Workbooks

The Project Intelligence workbooks provide users a way to analyze their complete current situation at a Project level. Users can answer questions like:

- What budget types are assigned to my project, and what are the budget lines for each?
- What are my expenditure types and how much has been spent on this project?
- How much revenue has been earned on this project?

Project Intelligence includes the following workbooks:

- Revenue Detail Analysis Workbook on page 4-5
- Cost Detail Analysis Workbook on page 4-8
- Budget Analysis Workbook on page 4-12

Revenue Detail Analysis Workbook

The Revenue Detail Analysis workbook provides detailed information on revenue by Project and Project Period. To provide different perspectives on the data, you can modify the worksheet by adding dimensions such as Trading Partner, Organization, Set of Books, and Time. This workbook contains the following worksheet:

- Revenue By Project Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Revenue By Project Worksheet

The business questions answered by this worksheet are:

- Which of my projects generated the highest/lowest revenue for a given period, quarter or year?
- Which tasks generated the highest/lowest revenue for a given period, quarter or year?
- What is my project's revenue trend for the past eighteen months? How does this trend compare to another project's trend?

The Revenue by Project worksheet allows you to evaluate revenue at Project Type, Project, Top Task, and Lowest Task levels. This worksheet stratifies data by Project Period.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined in this worksheet.

Calculations

There are no calculations defined in this worksheet.

Page Items

Project Period: Name

Column Items

Revenue SUM

Row Items

Hierarchy:

Project Type: Name

Project: Name

Project Top Task: Name

Project Lowest Task: Name

Security

The Revenue Detail Analysis workbook uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that you select at log in time. You can only view data and run reports as designated by the profile options, reports, menus, and organizations that have been assigned to your responsibility.

Additional Information

Table 4–1 provides Addition items for the Project Intelligence Business Area Revenue Detail Analysis Workbook.

Table 4–1 Addition Project Intelligence Business Area Revenue Detail Analysis Workbook Information

Folder	Item	Revenue By Project Worksheet
Accounting Flexfields	User Defined	
Currency Dimension: Functional Currency	Currency: Description Currency: Name Currency: Currency Symbol	
Instance Dimension: Instance	Instance: Name	

Table 4–1 Addition Project Intelligence Business Area Revenue Detail Analysis Workbook Information

Folder	Item	Revenue By Project Worksheet
Internal Organization Dimension: Task Owning Organization	Business Group: Name Business Group: Start/End Date Legal Entity: Name Legal Entity: Start/End Date Operating Unit: Name Operating Unit: Start/End Date Internal Organization: Name Internal Org.: Start/End Date	
Project Dimension: Task	Project: Name Project: Top Task Name Project: Lowest Task Name Project Type: Name	
Set of Books Dimension: GL Set of Books	General Ledger Book: Name	
Time Dimension: GL Date	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Time Dimension: PA Date	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Time Dimension: Transaction Date	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Trading Partner Dimension: Customer	Trading Partner: Name Trading Partner-Customer Number Site/Account Level: Address Line 1: 4 Site/Account Level: City Site/Account Level: State Site/Account Level: Postal Code Site/Account Level: Country	

Cost Detail Analysis Workbook

The Cost Detail Analysis workbook provides detailed information on costs by Project and Project Period. To provide different perspectives on the data, you can modify the worksheet by adding dimensions such as Currency, Organization, Set of Books, and Unit of Measure. This workbook contains the following worksheet:

- Cost By Project Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Cost By Project Worksheet

The business questions answered by this worksheet are:

- Which of my projects generated the highest/lowest cost for a given period, quarter or year?
- Which tasks generated the highest/lowest cost for a given period, quarter or year?
- What is my project's cost trend for the past eighteen months? How does this trend compare to another project's trend?

The Cost by Project worksheet allows you to evaluate costs at Project Type, Project, Top Task, and Lowest Task levels. This worksheet stratifies data by Project Period and Expenditure Type.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined in this worksheet.

Calculations

There are no calculations defined in this worksheet.

Page Items

Project Expenditure Type: Name

Project Period: Name

Column Items

Burdened Cost SUM

Row Items

Hierarchy:

Project Type: Name

Project: Name

Project Top Task: Name

Project Lowest Task: Task

Security

The Cost Detail Analysis workbook uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that you select at log in time. You can only view data and run reports as designated by the profile options, reports, menus, and organizations that have been assigned to your responsibility.

Additional Information

Table 4–2 provides Addition items for the Project Intelligence business area Cost Detail Analysis Workbook.

Table 4–2 Addition items for the Project Intelligence Business Area Cost Detail Analysis Workbook

Folder	Item	Cost By Project
Accounting Flexfields	User Defined	
Currency Dimension: Functional Currency	Currency: Description Currency: Name Currency: Currency Symbol	
Currency Dimension: Transaction Currency	Currency: Description Currency: Name Currency: Currency Symbol	
Instance Dimension: Instance	Instance: Name	
Internal Organization Dimension: Expenditure Organization	Business Group: Name Business Group: Start/End Date Legal Entity: Name Legal Entity: Start/End Date Operating Unit: Name Operating Unit: Start/End Date Internal Organization: Name Internal Org.: Start/End Date	
Internal Organization Dimension: Task Owning Organization	Business Group: Name Business Group: Start/End Date Legal Entity: Name Legal Entity: Start/End Date Operating Unit: Name Operating Unit: Start/End Date Internal Organization: Name Internal Org.: Start/End Date	
Person Dimension: Employee	Assignment: Start/End Date Assignment: Grade Assignment: Location Assignment: Name Person: Name Person: Employee Number	
Project Expenditure Type Dimension: Expenditure Type	Project Expenditure Type: Name	
Project Dimension: Task	Project: Name Project: Top Task Name Project: Lowest Task Name Project Type: Name	
Set of Books Dimension: GL Set of Bks.	General Ledger Book: Name	

Table 4–2 Addition items for the Project Intelligence Business Area Cost Detail Analysis Workbook

Folder	Item	Cost By Project
Time Dimension: GL Date	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Time Dimension: PA Date	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Time Dimension: Transaction Date	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Unit of Measure Dimension: Unit of Measure	Unit of Measure: Name	

Budget Analysis Workbook

The Budget Analysis workbook provides detailed information on Budgets by Project and Project Period. To provide different perspectives on the data, you can modify the worksheet by adding dimensions such as Budget, Expenditure Type, Organization, Set of Books, and Currency. This workbook contains the following worksheet:

- Budget By Project Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Budget By Project Worksheet

The business questions answered by this worksheet are:

- Which of my projects generated the highest/lowest budget for a given period, quarter or year?
- Which tasks generated the highest/lowest budget for a given period, quarter or year?
- What is my project's budget trend for the past eighteen months? How does this trend compare to another project's trend?

The Budget by Project worksheet allows you to analyze their budgeted costs and budgeted revenues by Project. The budgets are evaluated at Project Type, Project, Top Task, and Lowest Task levels. This worksheet stratifies data by Budget Name and Project Period.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined in this worksheet.

Calculations

There are no calculations defined in this worksheet.

Page Items

Project Budget: Name

Project Period: Name

Column Items

Burdened Cost SUM

Revenue SUM

Row Items

Hierarchy:

Project Type- Name

Project: Name

Project Top Task: Name

Project Lowest Task: Name

Security

The Budget Analysis workbook uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that you select at log in time. You can only view data and run reports as designated by the profile options, reports, menus and organizations that have been assigned to your responsibility.

Additional Information

Table 4–3 provides Addition items for the Project Intelligence business area Budget Analysis Workbook.

Table 4–3 Addition items for the Project Intelligence Business Area Budget Analysis Workbook

Folder	Item	Budget By Project
Accounting Flexfields	User Defined	
Currency Dimension: Functional Currency	Currency: Description Currency: Name Currency: Currency Symbol	
Instance Dimension: Instance	Instance: Name	
Internal Organization Dimension: Task (Project) Owning Organization	Business Group: Name Business Group: Start/End Date Legal Entity: Name Legal Entity: Start/End Date Operating Unit: Name Operating Unit: Start/End Date Internal Organization: Name Internal Org.: Start/End Date	
Project Expenditure Type Dimension: Expenditure Type	Project Expenditure Type: Name	
Project Budget Dimension: Budget	Project Budget: Name	
Project Dimension: Task (Project)	Project: Name Project: Top Task Name Project: Lowest Task Name Project Type: Name	
Set of Books Dimension: GL Set of Books	General Ledger Book: Name	
Time Dimension: Budget GL Period	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Time Dimension: Budget PA Period	Project Period: Name GL Period: Name Enterprise Calendar: Name 445 Period: Name	
Unit of Measure Dimension: Unit of Measure	Unit of Measure: Name	

Purchasing Intelligence Workbooks

Purchasing Intelligence includes the following workbooks:

- Spend Analysis Workbook on page 4-16
- Contract Analysis Workbook on page 4-33
- Discount Analysis Workbook on page 4-50
- Supplier Performance Workbook on page 4-61
- Supply Base Optimization Workbook on page 4-82
- Productivity Analysis Workbook on page 4-102
- Buyer Analysis Workbook on page 4-121

Spend Analysis Workbook

The Spend Analysis workbook provides an analysis of both purchasing and Accounts Payable data. It allows you to assess the total spend across your enterprise, uncover purchasing trends, identify key suppliers, and maximize buying power. It will help you to realize additional savings by tracking, and eliminating, AP Spend that is not being processed by your purchasing department. This workbook contains the following worksheets:

- PO Purchases Trend Worksheet on page 4-17
- AP Spend Trend Worksheet on page 4-19
- PO Purchases Detail Worksheet on page 4-21
- AP Spend Detail Worksheet on page 4-23
- AP Leakage Analysis Worksheet on page 4-25
- Social/Economic Indicators Worksheet on page 4-27
- Industry Spend Worksheet (Requires Dun and Bradstreet Data) on page 4-30

D&B Enhancements for the Spend Analysis Workbook on page 4-32

This workbook is for E-Business Intelligence warehouse systems only.

PO Purchases Trend Worksheet

The business questions answered by this worksheet are:

- What commodities and items are increasing or decreasing in purchase volume?
- Which of my suppliers has had the largest increase or decrease in purchases?
- Which operating units have contributed the most to an increase in spend?

This worksheet provides a comparison from month to month of purchase order purchases. It will help you identify purchasing trends that may require additional analysis, or corrective action.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Purchases

Displays the purchase order amount for approved purchase orders.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

AP Spend Trend Worksheet

The business questions answered by this worksheet are:

- Which operating units have contributed the most to an increase in spend?
- How does AP spend relate to PO purchases?

This worksheet provides a comparison from month to month of approved invoice amount. This worksheet provides a complete picture of what your organization is buying. It will assist you in identifying unexpected increases that could potentially have been processed through your purchasing department.

The amounts shown on this worksheet reflect only approved invoices. Also, for this worksheet the Item dimension can only analyze invoices that have been matched to a purchase order or receipt.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

Approved Invoices Only

The "Approved Invoices Only" condition filters out all invoices that do not have a status of "Approved."

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items**AP Spend**

Displays the invoice amount for approved invoices.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the accounting date associated with the invoice.

Row Items**Operating Unit**

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

PO Purchases Detail Worksheet

The business questions answered by this worksheet are:

- What commodities and items are being purchased?
- Who are my top suppliers and how much was spent with each?

The PO Purchases Detail worksheet provides a starting point for a detailed analysis of purchase order purchases. Using this worksheet, you can answer difficult procurement questions that will focus your organizations efforts, and help to create and execute your procurement strategy.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Commodity

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the "All" level.

Deliver-To Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

SIC Code

This column is an attribute of the Trading Partner dimension, and lists the Standard Industrial Classification code for each supplier listed in the worksheet.

PO Purchases

Displays the total purchase order amount for approved purchase orders.

Percent of Total PO Purchases

Displays the percentage of the total PO purchases displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier

This reference to the Trading Partner dimension is set to the "Parent Trading Partner – 4" level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site

This reference to the Trading Partner dimension is set to the "Supplier Site" level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Ultimate Parent Supplier:** This references the Trading Partner dimension, is replaced with "Global Headquarters," which references the DUNS dimension.
- **Supplier Site:** This references the Trading Partner dimension, is replaced with "Supplier Site," which references the DUNS dimension.
- **Commodity:** This which references the Item dimension, is replaced with "UN/SPSC Commodity," which references the UN/SPSC dimension.

AP Spend Detail Worksheet

The business question answered by this worksheet is:

- Who are my top suppliers and what was my total spend with each?

This worksheet provides a starting point for a detailed analysis of invoice amounts. It will help you identify your total spend with suppliers so that you can gain additional leverage when negotiating contracts.

The amounts shown on this worksheet reflect only approved invoices. Also, for this worksheet the Item dimension can only analyze invoices that have been matched to a purchase order or receipt.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

Approved Invoices Only

The "Approved Invoices Only" condition filters out all invoices that do not have a status of "Approved."

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Commodity

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the "All" level.

Column Items

AP Spend

Displays the total invoice amount for approved invoices.

Percent of AP Spend

Displays the percentage of the total AP Spend displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier

This reference to the Trading Partner dimension is set to the "Parent Trading Partner – 4" level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site

This reference to the Trading Partner dimension is set to the "Supplier Site" level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Ultimate Parent Supplier:** This references the Trading Partner dimension, is replaced with "Global Headquarters," which references the DUNS dimension.
- **Supplier Site:** This references the Trading Partner dimension, is replaced with "Supplier Site," which references the DUNS dimension.
- **Commodity:** This which references the Item dimension, is replaced with "UN/SPSC Commodity," which references the UN/SPSC dimension.

AP Leakage Analysis Worksheet

The business questions answered by this worksheet are:

- How much of my AP Spend did not have a purchase order?
- Which suppliers am I consistently paying without having created a purchase order?
- Which AP clerks are responsible for not matching invoices to a purchase order before paying suppliers?

This worksheet can help you to reduce the amount of AP Spend that bypasses your purchasing department. Spend that is processed through the procurement organization can leverage negotiated contracts to get the lowest prices.

The amounts shown on this worksheet reflect only approved invoices. Also, for this worksheet the Item dimension can only analyze invoices that have been matched to a purchase order or receipt.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

Approved Invoices Only

The "Approved Invoices Only" condition filters out all invoices that do not have a status of "Approved."

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items**AP Spend**

Displays the total invoice amount for approved invoices.

AP Leakage

Displays the total invoice amount for approved invoices that are not matched to a purchase order or receipt.

AP Leakage Percent

Displays the percentage, for each row, of the AP Spend that has not been matched to a purchase order or receipt.

Row Items**Operating Unit**

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Social/Economic Indicators Worksheet

The business questions answered by this worksheet are:

- How much have I spent with minority owned, woman owned, and small businesses?
- Who are my largest minority suppliers?

This worksheet will assist you in tracking minority spend for government reporting. For example, you can view invoice amount spent with each minority supplier, or the amount spent with minority suppliers by each internal organization.

The amounts shown on this worksheet reflect only approved invoices.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

Minority Spend Only

The "Minority Spend Only" condition checks to see if a supplier in the source system supplier master is indicated as a minority owned supplier. If so, the Spend with that supplier is displayed on the report.

Approved Invoices Only

The "Approved Invoices Only" condition filters out all invoices that do not have a status of "Approved."

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items**AP Spend**

Displays the total invoice amount for approved invoices.

Minority Group

Displays the invoice amount for suppliers that are the top-most suppliers in their corporate hierarchy, and whose owner is classified as belonging to a minority group.

Woman Owned

Displays the invoice amount for suppliers that are the top-most suppliers in their corporate hierarchy, and whose owner is a woman.

Small Business

Displays the invoice amount for suppliers that are the top-most suppliers in their corporate hierarchy, and who can still be classified as a small business.

Row Items**Ultimate Parent Supplier**

This reference to the Trading Partner dimension is set to the "Parent Trading Partner – 4" level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Ultimate Parent Supplier:** This references the Trading Partner dimension, is replaced with "Global Headquarters," which references the DUNS dimension.
- **Supplier Site:** This references the Trading Partner dimension, is replaced with "Supplier Site," which references the DUNS dimension.
- **Commodity:** This which references the Item dimension, is replaced with "UN/SPSC Commodity," which references the UN/SPSC dimension.

Industry Spend Worksheet

The business questions answered by this worksheet are:

- How much does my organization spend by industry?
- Who are the major suppliers within each industry?
- What consolidation opportunities exist for suppliers within an industry?

This worksheet can help you identify to which industries your suppliers belong, and how much you are spending within each industry. It can also help you to know which suppliers are likely to sell the goods or services that you need to source.

The amounts shown on this worksheet reflect only approved invoices. This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

Approved Invoices Only

The "Approved Invoices Only" condition filters out all invoices that do not have a status of "Approved."

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

UN/SPSC

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

DUNS

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items**SIC Code**

Displays the Standard Industrial Code assigned to each supplier.

AP Spend

Displays the total invoice amount for approved invoices.

Percent of Total AP Spend

Displays the percentage of the total AP Spend displayed on the worksheet, for which each row in the worksheet represents.

Row Items**SIC Description**

The SIC Description comes from the DUNS dimension. It is a description of the Standard Industrial Code.

Security

Standard Purchasing Intelligence Security

D&B Enhancements for the Spend Analysis Workbook

For customers utilizing data from Dun and Bradstreet, a separate Spend Analysis workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Spend Analysis workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets
- Wherever the Trading Partner and Item dimensions were used for analysis, the DUNS and UN/SPSC dimensions have been substituted. This means that analysis using these worksheets takes advantage of the supplier relationship information defined by Dun and Bradstreet, as well as the robust UN/SPSC commodity structure.
- The Social/Economic Indicators worksheet takes advantage of the detailed information that Dun and Bradstreet provides about suppliers to display the different demographic categories for each supplier. The 8A Disadvantaged category is a new column in the worksheet made possible by the D&B data.

Contract Analysis Workbook

The Contract Analysis workbook has been designed to help you track and enforce contract usage, identify new items and commodities where contracts are needed, and to validate that your suppliers are billing you correctly. This workbook will help you to capture the savings that should be realized as a result of the negotiated contracts that you have established. This workbook contains the following worksheets:

- Leakage Trend Worksheet on page 4-34
- Potential Savings Worksheet on page 4-36
- Non-Contract Purchase Trend Worksheet on page 4-39
- New Contract Opportunity Worksheet on page 4-41
- Contract Utilization Worksheet on page 4-43
- Invoice Holds Worksheet on page 4-45
- Invoice Price Variance Worksheet on page 4-47

D&B Enhancements for the Contract Analysis Workbook on page 4-49

This workbook is for E-Business Intelligence warehouse systems only.

Leakage Trend Worksheet

The business questions answered by this worksheet are:

- Has contract leakage been reduced over the past year and quarter?
- How much contract leakage do I have?

This worksheet provides a comparison from month to month of off-contract purchases. Off-contract purchases occur when a one-time order is placed with a supplier, instead of using a negotiated contract.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Column Items

Contract Leakage

Displays the purchase order amount for approved purchase orders that represent off-contract purchases.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Potential Savings Worksheet

The business questions answered by this worksheet are:

- Which items and commodities have created the most contract leakage?
- What are the potential savings opportunities if the contract leakage is eliminated?
- Which areas should be focused on to eliminate the leakage: internal organizations, buyers, suppliers, or items?

This worksheet highlights the amount of purchases that are off-contract, and how much savings could have been realized if contract leakage were eliminated. It helps you to identify where the problems are occurring so that you can quickly take action to prevent further contract leakage. This worksheet allows you to focus on the areas that will give you the greatest savings benefit.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

Positive Potential Savings Greater Than 1000

This exception will highlight in green any values in the Positive Potential Savings column that are greater than or equal to 1000.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items**PO Purchases**

Displays the purchase order amount for approved purchase orders.

Contract Purchases

Displays the purchase order amount for approved purchase orders that are contracts. This include all Oracle Application purchase order types, except Standard Purchase Orders.

Non-Contract Purchases

Displays the purchase order amount for approved, standard purchase orders, where a contract was not available at the time the items on the standard PO were purchased.

Contract Leakage

Displays the purchase order amount for approved, standard purchase orders, where a contract was available at the time the items on the standard PO were purchased

Positive Potential Savings

Displays the amount of money that would have been saved had the existing contract been used. The price on the contract was better than the price on the standard purchase order, resulting in positive savings.

Negative Potential Savings

Displays the amount of money that would have been lost had the existing contract been used. The price on the standard purchase order was better than the price on the contract, which indicates that the contract may need to be renegotiated.

Row Items**Operating Unit**

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Non-Contract Purchase Trend Worksheet

The business questions answered by this worksheet are:

- Have non-contract purchases decreased over time?
- Which commodities should I focus my efforts on to establish contracts?
- Which organizations are not using contracts?

This worksheet provides a comparison from month to month of non-contract purchases. Non-contract purchases occur when purchases are made without using a negotiated contract, and a contract did not exist at the time of the purchase.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Non-Contract Purchases

Displays the purchase order amount for approved, standard purchase orders, where no contract existed for the item at the time of purchase.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

New Contract Opportunity Worksheet

The business questions answered by this worksheet are:

- Which commodities should I focus my efforts on, to establish contracts?
- With which suppliers is the greatest amount of non-contract purchases being made?
- Which buyers are not using contracts?

This worksheet provides a detailed analysis of new contract opportunities. Non-contract purchases occur when purchases are made without using a negotiated contract, and a contract did not exist at the time of the purchase. Creating new contracts for these goods and services can produce additional savings for your organization.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

PO Purchases

Displays the total purchase order amount for approved purchase orders.

Non-Contract Purchases

Displays the purchase order amount for approved, standard purchase orders, where no contract existed for the item at the time of purchase.

Non-contract Purchases Percent

Displays the percentage of the total non-contract purchases listed on the worksheet, for which each row in the worksheet represents.

Row Items

Commodity

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Commodity:** This which references the Item dimension, is replaced with "UN/SPSC Commodity," which references the UN/SPSC dimension.

Contract Utilization Worksheet

The business questions answered by this worksheet are:

- How well is my organization utilizing contracts?
- What contracts have been over-utilized or under-utilized, and how will this impact any future negotiations with those suppliers?

The objective of this worksheet is to help you monitor how your organization is utilizing its negotiated contracts. Over-utilized contracts indicate that you are not fully leveraging your organization's buying power. Under-utilized contracts could create problems during contract renegotiation.

The amounts shown on this worksheet only reflect approved blanket agreement releases.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

Amount Released

Displays the total amount of approved releases against a given contract.

Amount Agreed

Displays the amount agreed to be spent with the supplier as defined on the contract.

Start Date

Displays the beginning effective date of the contract.

End Date

Displays the closing effective date of the contract.

Percent Released

Displays the current percentage of the amount agreed that has been spent with a supplier.

Row Items

Contract Number

This attribute displays the contract numbers for all open contracts with your suppliers. This is not a dimension, so there is no drill down capability.

Security

Standard Purchasing Intelligence Security

Invoice Holds Worksheet

The business questions answered by this worksheet are:

- Are my suppliers invoicing me correctly?
- Are all the terms of my purchase orders and contracts being complied with?

The objective of this worksheet is to help you monitor how well your negotiated terms are being complied with by your suppliers. Incorrect prices, exchange rates, tax rates, discounts, and other contract terms, deny your organization the savings that you have worked hard to achieve.

The amounts shown on this worksheet only reflect approved invoices.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items**Year**

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Number of Invoice Holds

Displays the number of holds that have been placed when an invoice was submitted for approval. Invoice holds prevent an invoice from being approved, and are placed when something is wrong with the invoice, or when there is a discrepancy between the invoice and the purchase order to which it corresponds.

Hold Reason

This is a reference to the AP Hold Dimension. A column is displayed for each reason that an invoice has been placed on hold. Each column contains the total number of invoice holds placed for that invoice hold reason.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Invoice Price Variance Worksheet

The business question answered by this worksheet is:

- Are my suppliers billing me for the correct price?

This worksheet focuses specifically on the price accuracy with which your suppliers are charging you for their goods and services. This worksheet will help you to focus on the suppliers that consistently have billing problems, so that you can take corrective action.

The amounts shown on this worksheet only reflect approved invoices.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

PO Purchases

Displays the total purchase order amount for approved purchase orders that have been matched to an invoice during a given time period.

Invoice Amount

Displays the total invoice amount for approved invoices, that have been matched to a purchase order during a given time period.

Price Variance Amount

Displays the variance between the invoice amount and the purchase order amount that is caused by variation in price.

Price Variance as Percent of PO Purchases

Displays the percentage of the total PO Purchases that the price variance represents.

Row Items**Operating Unit**

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

D&B Enhancements for the Contract Analysis Workbook

For customers utilizing data from Dun and Bradstreet, a separate Contract Analysis workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Contract Analysis workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets
- Wherever the Trading Partner and Item dimensions were used for analysis, the DUNS and UN/SPSC dimensions have been substituted. This means that analysis using these worksheets takes advantage of the supplier relationship information defined by Dun and Bradstreet, as well as the robust UN/SPSC commodity structure.

Discount Analysis Workbook

The Discount Analysis workbook has been designed to help you monitor your organization's effectiveness at negotiating and taking discounts. This workbook will help you capture all of your negotiated savings through its analysis of discounts that have been lost or taken, late or early payments, and unpaid invoices that are at risk of losing early payment discounts. This workbook contains the following worksheets:

- Discounts Lost/Taken Worksheet on page 4-51
- Late Payment Worksheet on page 4-53
- Early Payment Worksheet on page 4-55
- Invoices Without Discounts Worksheet on page 4-57
- Discounts At Risk Worksheet on page 4-59

D&B Enhancements for the Discount Analysis Workbook on page 4-60

This workbook is for E-Business Intelligence warehouse systems only.

Discounts Lost/Taken Worksheet

The business questions answered by this worksheet are:

- What potential discount could have been realized in the last year, and how much of that was lost?
- Which AP clerk is responsible for the payments that generated lost discounts?
- With which suppliers have I lost the most discounts?

This worksheet has been designed to measure the effectiveness of your organization at taking discounts. The potential discount, discount lost, and discount taken columns help you to gauge the amount of savings that could have been realized. Using this worksheet, you will be able to identify the underlying causes for the lost discounts.

The amounts shown on this worksheet only reflect approved invoice amounts.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Potential Discount Amount

Displays the portion of the invoice amount, which at the time the invoice was received, could have been deducted from the payment, based on the discount terms.

Discount Taken

Displays the portion of the invoice amount that was deducted from the payment amount, based on the discount terms.

Discount Lost

Displays the portion of the invoice amount that was eligible to be deducted from the payment amount, based on the payment discount terms, but was not deducted when payment was made.

Discount Lost as Percent of Potential Discount

Displays the percent of potential discount that was lost.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Late Payment Worksheet

The business questions answered by this worksheet are:

- What invoices, and with which suppliers have I had the greatest amount of lost discounts due to late payments?
- How many days late have the late payments averaged?

This worksheet highlights late payment amounts, the amount of lost discount associated with each late payment, and the number of days the payment was late. This worksheet will help you to determine the biggest contributors to your lost discounts, and to take the appropriate corrective action.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Month

This reference to the Time dimension filters data in the report for a specific Gregorian calendar month. You can drill to the Year, Half-Year, Quarter, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Late Payment Amount

Displays the invoice amount that was paid after the deadline to be eligible for a payment discount. If there are multiple deadlines, with the discount amount varying based on how early the payment is made, then this column will display the total invoice amount not paid by the first deadline.

Lost Discount Amount

Displays the portion of the invoice amount that was eligible to be deducted from the payment amount, based on the payment discount terms, but was not deducted when payment was made.

Late Payment Days

Displays the number of days the payment was late based on the first payment discount deadline.

Row Items

Invoice Number

This attribute displays the invoice numbers for all approved invoices. This is not a dimension, so there is no drill down capability.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Early Payment Worksheet

The business question answered by this worksheet is:

- Am I paying suppliers too soon, and what is the cost to my organization for making those payments too soon?

This worksheet summarizes the payments that were made sooner than required. Early payments may cost your organization based on its cost of capital and cash flow strategies. This worksheet will help you to time your payments just right, maximizing your organizations utilization of cash resources.

Parameter Page

A parameter page is displayed when this worksheet is first opened. You will be asked to input values for the following parameters:

Cost of Capital

Enter the whole number (e.g., 25 instead of .25) that reflects the percentage for your organization's cost of capital. The cost of capital is the rate of return that your organization can gain using its cash resources.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Month

This reference to the Time dimension filters data in the report for a specific Gregorian calendar month. You can drill to the Year, Half-Year, Quarter, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Column Items**Early Payment Amount**

Displays the invoice amount that was paid either before a payment discount deadline or before the net payment deadline.

Early Payment Days

Displays the number of days the payment was early based on the deadline for either the net payment or the payment discount taken.

Opportunity Cost of Early Payments

Displays the amount that could have been saved if the payment were made on the deadline date. The cost of capital is applied to the Early Payment Amount to determine this value.

Row Items**Invoice Number**

This attribute displays the invoice numbers for all approved invoices. This is not a dimension, so there is no drill down capability.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Invoices Without Discounts Worksheet

The business questions answered by this worksheet are:

- Which purchasing and payables organizations within my enterprise are the most effective at negotiating discounts with my suppliers?
- Where are the greatest opportunities for saving money through the negotiation of payment discounts?
- Which suppliers are not giving me payment discounts?

This worksheet has been designed to reveal the AP Spend that has not been receiving payment discounts. Payment discounts can be a significant source of savings for an organization, and must be considered when negotiating contracts with suppliers.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items**Supplier**

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

AP Clerk

This reference to the Person dimension is set to the "All" level. You can drill to the Person level to view your AP Spend processed by a particular clerk.

Column Items

Invoice Amount

Displays the total invoice amount for approved invoices.

Invoice Amount without Discounts

Displays the total invoice amount for approved invoices that did not have payment discounts available.

Percent of Invoice Amount without Discounts

Displays the portion of the invoice amount that did not have payment discounts, as a percentage of the total invoice amount.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Discounts At Risk Worksheet

The business questions answered by this worksheet are:

- Which organizations have the greatest backlog of payments that are at risk of losing the ability to take payment discounts?
- With which suppliers do I have the most payment discount at risk?

This worksheet will help you to identify unpaid invoices that are at risk of losing their payment discounts. This worksheet will help you to identify the organizations with the most discounts at risks, the suppliers that must be paid, and other detailed information about unpaid invoices with payment discounts at risk.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Month

This reference to the Time dimension filters data in the report for a specific Gregorian calendar month. You can drill to the Year, Half-Year, Quarter, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Column Items

Discount Amount At Risk

Displays potential discount amount at risk of being lost, if payment is not made before the payment deadline.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

D&B Enhancements for the Discount Analysis Workbook

For customers utilizing data from Dun and Bradstreet, a separate Discount Analysis workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Discount Analysis workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets.

Supplier Performance Workbook

The Supplier Performance workbook analyzes the quality, delivery, service and price performance of your suppliers. It will help you to evaluate your suppliers on historical data, so that you can make strategic decisions on which suppliers to keep, discontinue, or to focus your attention on in order to improve their performance. This workbook contains a scorecard that gives you a high level view of supplier performance. You can then analyze individual transactions that contributed to a supplier's score. This workbook contains the following worksheets:

- Aggregate Score Worksheet on page 4-62
- Supplier Scorecard Worksheet on page 4-64
- Scorecard Detail Worksheet on page 4-67
- Quality Detail Worksheet on page 4-70
- Inspections Worksheet on page 4-72
- Delivery Detail Worksheet on page 4-74
- Deliveries Worksheet on page 4-76
- Price Detail Worksheet on page 4-78
- Supplier Survey Worksheet on page 4-80

D&B Enhancements for the Supplier Performance Workbook on page 4-81

This workbook is for E-Business Intelligence warehouse systems only.

Aggregate Score Worksheet

The business questions answered by this worksheet are:

- Which of my suppliers has improved their performance over the last six months?
- With which suppliers should I consolidate my purchases?

This worksheet provides an analysis of overall supplier performance from month to month. Using this worksheet, you will be able to identify performance trends that require corrective action. You can view a supplier's performance for a particular organization, or analyze their performance for the entire enterprise.

Parameter Page

A parameter page appears when you first open this workbook, asking you to input Supplier Scorecard weights. For each field, enter the whole number between 0 and 100 that you would like to use to weight each component of the total supplier score. The sum of the values on this parameter page must equal 100.

The parameter page opens with the following value in each field:

" * "

If you leave this value, the default that is stored in the runtime Embedded Data Warehouse will be used.

Survey Score Weight

Enter the value to weight the Survey Score component of the total supplier score.

Quality Score Weight

Enter the value to weight the Quality Score component of the total supplier score.

Price Score Weight

Enter the value to weight the Price Score component of the total supplier score.

Delivery Score Weight

Enter the value to weight the Delivery Score component of the total supplier score.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Column Items

Aggregate Score

Displays the aggregate, or total score for a supplier. Each component score, including Price, Quality, Delivery and Service, is weighted using the corresponding weight factor entered in the parameter window. The weighted scores are then added together to determine the Total Supplier Score.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- The UN/SPSC dimension is listed as a dimension in the Page Item section.

Supplier Scorecard Worksheet

The business questions answered by this worksheet are:

- Which of my suppliers has had the best quality ratings across all items?
- Why has a supplier's overall performance increased or decreased?
- Have my suppliers met or exceeded my expectations for improvement in quality, delivery and price?

This worksheet provides an analysis of the individual component scores for the supplier scorecard, as well as an aggregate score. This worksheet allows you to identify the areas that suppliers are performing well in, or the areas in which they have scored poorly. From this worksheet you will be able to drill into further detail to uncover specific performance problems.

Parameter Page

A parameter page appears when you first open this workbook, asking you to input Supplier Scorecard weights. For each field, enter the whole number between 0 and 100 that you would like to use to weight each component of the total supplier score. The sum of the values on this parameter page must equal 100.

The parameter page opens with the following value in each field:

" * "

If you leave this value, the default that is stored in the runtime Embedded Data Warehouse will be used.

Survey Score Weight

Enter the value to weight the Survey Score component of the total supplier score.

Quality Score Weight

Enter the value to weight the Quality Score component of the total supplier score.

Price Score Weight

Enter the value to weight the Price Score component of the total supplier score.

Delivery Score Weight

Enter the value to weight the Delivery Score component of the total supplier score.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Column Items

Weighted Price Score

Displays the price score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is determined by comparing the average price that a supplier gives for goods or services, to the target price, which is the best price given for those goods or services during the same time period. The closer a supplier is to the target price, the higher the supplier's price score will be. The price score is calculated in the following way:

Price Score =

$(\text{Transaction Quantity Ordered} * (\text{Target Price} / \text{Price})) / \text{Total Quantity Ordered}$

Weighted Quality Score

Displays the quality score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is a reflection of the percentage of goods accepted after inspection, for a given supplier. The quality score is calculated in the following way:

Quality Score =

$(1 - \text{Quantity Rejected} / \text{Quantity Received}) * 100$

Weighted Delivery Score

Displays the delivery score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is a reflection of the percentage of on-time deliveries for that supplier. The delivery score is calculated as follows:

Delivery Score =

$(\text{Quantity Received} - \text{Quantity Received Early} - \text{Quantity Received Late}) / (\text{Quantity Received} + \text{Quantity Past Due}) * 100$

Weighted Survey Score

Displays the survey score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is a reflection of the average score received by that supplier during a given time period. Scores at the lowest time period are averaged together. For each level in the Time dimension, scores continue to be averaged as they are rolled up to the level that you want to analyze. Each individual Survey Score is calculated as follows:

Survey Score =

$$((\text{Score} - \text{Minimum Score}) / (\text{Maximum Score} - \text{Minimum Score})) * 100$$

Survey scores are entered through special survey forms available in the Oracle Applications source environment. The surveys themselves are created in the same environment, which is where the maximum and minimum scores are defined.

Aggregate Score

Displays the aggregate, or total score for a supplier. Each component score, including Price, Quality, Delivery and Service, is weighted using the corresponding weight factor entered in the parameter window. The weighted scores are then added together to determine the Total Supplier Score.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- The UN/SPSC dimension is listed as a dimension in the Page Item section.

Scorecard Detail Worksheet

The business questions answered by this worksheet are:

- Which of my suppliers has had the best quality ratings across all items?
- Why has a supplier's overall performance increased or decreased?
- Have my suppliers met or exceeded my expectations for improvement in quality, delivery and price?
- With which items or commodities are my suppliers performing the worst?
- For a given supplier, which supplier sites are performing better than the others?

This worksheet provides a more detailed analysis of the individual component scores for the supplier scorecard. This worksheet does not include the Survey Score, because due to the nature of the survey score data, it limits the number of dimensions that can be used to analyze supplier performance.

Using this worksheet you can analyze the un-weighted supplier scores for Price, Delivery and Quality, using more dimensions than are available in the Supplier Scorecard worksheet. From this worksheet you will be able to drill into further detail to uncover specific performance problems.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items**Year**

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items**Quality Score**

This score is a reflection of the percentage of goods accepted after inspection, for a given supplier. The quality score is calculated in the following way:

$$(1 - \text{Quantity Rejected} / \text{Quantity Received}) * 100$$

Delivery Score

This score is a reflection of the percentage of on-time deliveries for that supplier. The delivery score is calculated as follows:

$$(\text{Quantity Received} - \text{Quantity Received Early} - \text{Quantity Received Late}) / (\text{Quantity Received} + \text{Quantity Past Due}) * 100$$

Price Score

This score is determined by comparing the average price that a supplier gives for goods or services, with the best price for those goods or services during the same time period. The closer a supplier is to the target price, the higher the supplier's price score will be. The price score is calculated in the following way:

$$(\text{Transaction Quantity Ordered} * (\text{Target Price} / \text{Price})) / \text{Total Quantity Ordered}$$

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Quality Detail Worksheet

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's score?
- Are my suppliers performing better for some business units than for others?

This worksheet provides a more detailed analysis of the quality component score for the supplier scorecard. Using this worksheet, you can determine the operating units, commodities, items, and locations where quality is an issue, and then take corrective action.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Quantity Received

This column displays the total number of units received.

Quantity Rejected

This column displays the total number of units rejected when inspected.

Percent Rejected

This column indicates the percent of goods or services rejected upon inspection.

Unit

This is the unit of measure used for comparing the quantity received to the quantity rejected.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Inspections Worksheet

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's score?
- Are my suppliers performing better for some business units than for others?

This worksheet provides the most detailed analysis of individual transactions that contributed to poor quality performance. Using this worksheet you can pinpoint the receipt numbers for the problem shipments, determine the supplier, and take corrective action.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items**Receipt Number**

The receipt number can be used to analyze data for a specific sheet.

Quantity Rejected

This column displays the total number of units rejected when inspected.

Quantity Accepted

This column displays the total number of units accepted when inspected.

Unit

This is the unit of measure used for comparing the quantity received to the quantity rejected.

Row Items

No row items are associated with this spreadsheet.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Delivery Detail Worksheet

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's delivery score?
- Are my suppliers performing better for some business units than for others?

Using this worksheet, you can determine the operating units, commodities, items, and locations where a supplier's delivery performance is an issue.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Quantity Received or Past Due

This column reflects the total quantity that should have been received.

Quantity On Time

This column displays the total number of units received on time. Deliveries are considered on time when they are made within the delivery window specified on the purchase order.

Percent On Time

This column reflects the percent of on time deliveries. It is calculated by dividing the quantity that was received on time, by the quantity that should have been received.

Unit

This column indicates the unit of measure used to compare the receipt data on this worksheet.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.
- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Deliveries Worksheet

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's delivery score?
- Are my suppliers performing better for some business units than for others?

Using this worksheet, you can analyze specific receipt transactions to determine the volume of units received from a supplier, where the shipments are being sent, and other receiving information. This worksheet allows you to drill to transaction level details.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Deliver-To Location

This reference to the Geography dimension is set to the "All" level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items**Receipt Number**

This column lists the receipt number for each receipt transaction.

Quantity Received

This column reflects the total quantity received.

Unit

This column indicates the unit of measure used to compare the receipt data on this worksheet.

Row Items

No row items associated with this spreadsheet.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Price Detail Worksheet

The business questions answered by this worksheet are:

- What purchases caused a decrease in my supplier's price score?
- With which items is my supplier most competitive based on price?

This worksheet has been designed to help you determine why a supplier is not performing in price. This worksheet will help you to see the average price that a supplier is giving you for the items you purchase, and how the average price compares to the best prices you are getting from other suppliers for the same items.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Average Price

This column contains the average price received for all items purchased. A common unit of measure and a common currency are used to calculate the average.

Average Target Price

This column contains the average target price for all items purchased. A common unit of measure and a common currency are used to calculate the average. Target price is determined by finding the best price available at the time a purchase was made.

Price Difference

This column reflects the total quantity received.

Unit

This column indicates the unit of measure used to compare the receipt data on this worksheet.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

Supplier Survey Worksheet

The business questions answered by this worksheet are:

- How have my suppliers improved their service to me?
- Are there certain areas in which a supplier needs to improve their service?

This worksheet highlights the performance of each supplier using criteria that you define. You have the ability to create surveys with questions that you define, and then use them to enter service-oriented data about the suppliers with whom you work. This worksheet lists the survey scores for each criterion that you have defined.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Column Items

Survey Score

Displays the survey score for a supplier. This score is a reflection of the average score received by that supplier during a given time period. Scores at the lowest time period are averaged together. For each level in the Time dimension, scores continue

to be averaged as they are rolled up to the level that you want to analyze. Each individual Survey Score is calculated as follows:

$$((\text{Score} - \text{Minimum Score}) / (\text{Maximum Score} - \text{Minimum Score})) * 100$$

Survey scores are entered through special survey forms available in the Oracle Applications source environment. The surveys themselves are created in the same environment, which is where the maximum and minimum scores are defined.

Criteria

This is a reference to the Lookup dimension. Each survey question that you create is entered as a lookup code in Oracle Applications. This dimension will list each question that has been defined, so that you can analyze a supplier's performance for a specific area that you are measuring.

Row Items**Supplier**

This reference to the Trading Partner dimension is set to the "Supplier" level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- The UN/SPSC dimension is added to the Page Items.

D&B Enhancements for the Supplier Performance Workbook

For customers utilizing data from Dun and Bradstreet, a separate Supplier Performance workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Supplier Performance workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets

Supply Base Optimization Workbook

The Supply Base Optimization workbook has been designed to walk you through the decision making process for consolidating suppliers. It begins with an analysis of spend, so that you can determine which suppliers are key to your procurement strategy, and how many suppliers you have for a given commodity or item. The workbook analysis then provides a way for you to compare each supplier's performance. For Dunn and Bradstreet users, additional analysis of each supplier's credit and financial risks is available, as well as an analysis to determine the level of dependency that a supplier has on your purchases. Finally, there is a "what if" scenario worksheet provided to determine the potential savings, based on historical information, if suppliers were consolidated. This workbook contains the following worksheets:

- PO Purchases Trend Worksheet on page 4-83
- PO Purchase Detail Worksheet on page 4-85
- Supplier Performance Worksheet on page 4-87
- Supplier Consolidation Savings Worksheet on page 4-89
- Risk Assessment Worksheet (Requires Dun and Bradstreet Data) on page 4-92
- Risk Assessment Detail Worksheet (Requires Dun and Bradstreet Data) on page 4-94
- Financial Assessment Worksheet (Requires Dun and Bradstreet Data) on page 4-97
- Supplier Dependency Worksheet (Requires Dun and Bradstreet Data) on page 4-99

D&B Enhancements for the Supply Base Optimization Workbook on page 4-101

This workbook is for E-Business Intelligence warehouse systems only.

PO Purchases Trend Worksheet

The business questions answered by this worksheet are:

- What commodities and items are increasing or decreasing in purchase volume?
- Is there a need to increase or decrease the number of suppliers for a given item or commodity because of a change in the amount being purchased?

This worksheet provides a comparison from month to month of purchase order purchases. It will help you identify purchasing trends that may require additional analysis, or corrective action. This worksheet will help you to identify commodities or items that have need for supplier consolidation.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Purchases

Displays the purchase order amount for approved purchase orders.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.
- **Supplier:** This references the Trading Partner dimension, is replaced with, "DUNS," which references the DUNS dimension.

PO Purchase Detail Worksheet

The business questions answered by this worksheet are:

- How many suppliers do I have for each item or commodity?
- What is the spend distribution with each supplier, for a given item or commodity?

This worksheet provides a starting point for a detailed analysis of purchase order purchases. Using this worksheet, you can determine the number of suppliers for each commodity or item, and how much is being spent with each supplier. This information will help you to consolidate your suppliers appropriately.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Commodity

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the "All" level.

Deliver-To Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

SIC Code

This column is an attribute of the Trading Partner dimension, and lists the Standard Industrial Classification code for each supplier listed in the worksheet.

PO Purchases

Displays the total purchase order amount for approved purchase orders.

Percent of Total PO Purchases

Displays the percentage of the total PO purchases displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier

This reference to the Trading Partner dimension is set to the "Parent Trading Partner – 4" level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site

This reference to the Trading Partner dimension is set to the "Supplier Site" level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Ultimate Parent Supplier:** This references the Trading Partner dimension, is replaced with "Global Headquarters," which references the DUNS dimension.
- **Supplier Site:** This references the Trading Partner dimension, is replaced with "Supplier Site," which references the DUNS dimension.
- **Commodity:** This references the Item dimension, is replaced with "UN/SPSC Commodity," which references the UN/SPSC dimension.

Supplier Performance Worksheet

The business questions answered by this worksheet are:

- Which of my suppliers has had the best quality ratings across all items?
- Why has a supplier's overall performance increased or decreased?
- Have my suppliers met or exceeded my expectations for improvement in quality, delivery and price?
- With which items or commodities are my suppliers performing the worst?
- For a given supplier, which supplier sites are performing better than the others?

This worksheet provides a more detailed analysis of the individual component scores for the supplier scorecard. This worksheet does not include the Survey Score, because due to the nature of the survey score data, it limits the number of dimensions that can be used to analyze supplier performance.

Using this worksheet, you can analyze the un-weighted supplier scores for Price, Delivery and Quality, using more dimensions than are available in the Supplier Scorecard worksheet. From this worksheet, you will be able to drill into further detail to uncover specific performance problems.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Quality Score

This score is a reflection of the percentage of goods accepted after inspection, for a given supplier. The quality score is calculated in the following way:

$$(1 - \text{Quantity Rejected} / \text{Quantity Received}) * 100$$

Delivery Score

This score is a reflection of the percentage of on-time deliveries for that supplier. The delivery score is calculated as follows:

$$(\text{Quantity Received} - \text{Quantity Received Early} - \text{Quantity Received Late}) / (\text{Quantity Received} + \text{Quantity Past Due}) * 100$$

Price Score

This score is determined by comparing the average price that a supplier gives for goods or services, with the best price for those goods or services during the same time period. The closer a supplier is to the target price, the higher the supplier's price score will be. The price score is calculated in the following way:

$$(\text{Sum of } (\text{Quantity Ordered} * (\text{Target Price} / \text{Price})) \text{ for each transaction}) / \text{Quantity Ordered}$$

Row Items

Supplier

This reference to the Trading Partner dimension is set to the "Supplier" level. This dimension lists the suppliers that meet the query criteria. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

Supplier Consolidation Savings Worksheet

The business questions answered by this worksheet are:

- How much could I save consolidating my purchases with one supplier to another?
- How much would I save if I consolidate all my purchases to a single supplier?

This worksheet provides a "what-if" analysis of potential savings that could be realized by consolidating your suppliers. Potential savings based on historical data is calculated for Price, Quality, and Delivery performance. All potential savings is calculated based on consolidation for a particular item.

Parameter Page

A parameter page appears when you first open this workbook, asking you to input information used in calculating potential savings resulting from supplier consolidation. There are no default settings for these parameters.

Consolidate Supplier

Enter the supplier that you do not want to buy from anymore, or leave this field with the "All" value to indicate that you want to consolidate all suppliers into a single supplier.

Item

Enter the item number for which you want to consider reducing the number of suppliers.

Preferred Supplier

Enter the supplier for which you want to increase purchases. Purchases with other suppliers will be consolidated to this supplier.

Cost per Quality Defect Exception

Enter the true per unit cost to your organization when there is a quality defect.

Cost per Delivery Exception

Enter the true per unit cost to your organization when there is a late or early delivery.

Start Date

Enter the beginning date for the time period that you want to consider for the "what-if" analysis of potential savings when suppliers are consolidated.

End Date

Enter the ending date for the time period that you want to consider for the "what-if" analysis of potential savings when suppliers are consolidated.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

There are no page items defined for this worksheet.

Column Items**Price**

This column calculates the price savings that would have been realized during the specified time period had the purchases been made using the supplier indicated in the "Preferred" parameter field. The potential price savings is determined by taking the difference between the best, preferred supplier price, and the price from the consolidated suppliers; then, multiplying by the quantities ordered.

Quality

This column calculates the quality savings that would have been realized during the specified time period had the purchases been made using the supplier indicated in the "Preferred" parameter field. The potential quality savings is determined by taking the difference between the number of rejected units from the preferred supplier, and the number of rejected units from the consolidated suppliers. This quantity is then multiplied by value entered in the parameter window for the cost per quality defect.

Delivery

This column calculates the delivery savings that would have been realized during the specified time period had the purchases been made using the supplier indicated in the "Preferred" parameter field. The potential delivery savings is determined by taking the difference between the number of late units from the preferred supplier, and the number of late units from the consolidated suppliers. This quantity is then multiplied by value entered in the parameter window for the cost per delivery exception.

Total

This column reflects the sum of the potential savings for price, quality, and delivery.

Row Items

There are no row items for this worksheet.

Security

Standard Purchasing Intelligence Security

Risk Assessment Worksheet

The business questions answered by this worksheet are:

- For the suppliers I am considering consolidating, how strong of a credit rating do the suppliers have?
- What is the risk that my suppliers will go out of business?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their financial stability. The D&B rating is displayed, which indicates credit rating information. You can also use this worksheet to determine the likelihood a company will fail, and how that supplier's failure rate compares to others in the industry.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

UN/SPSC Commodity

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the "All" level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items**PO Purchases**

Displays the purchase order amount for approved purchase orders.

D&B Rating

This column is populated from information in the DUNS dimension. It is a general classification based on the estimated strength and composite credit appraisal of the supplier. The first two positions represent the net worth of the company. The last position is the composite credit appraisal assigned the company by a Dun and Bradstreet business analyst.

Failure Score

This column displays a statistically valid score predicting the business establishment's potential for failure and the likelihood that a company will obtain legal relief from creditors in full over the next 18 months. If the supplier is not headquarters, then the score for headquarters is used.

Failure Industry Percentile Rank

This column is populated from information stored in the DUNS dimension, and reflects the relative ranking of a company among all the companies that can be scored in its own industry group.

Failure Industry Incidence of Default

This column is populated from the information in the DUNS dimension, and reflects the proportion of firms with scores in this range that discontinued operations with loss to creditors.

Last Update Date

This column reflects the last date for which the Dun and Bradstreet data was refreshed.

Row Items

There are no row items for this worksheet.

Security

Standard Purchasing Intelligence Security

Risk Assessment Detail Worksheet

The business questions answered by this worksheet are:

- For the suppliers I am considering consolidating, how strong of a credit rating do the suppliers have?
- What is the risk that my suppliers will go out of business?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their financial stability. The D&B rating is displayed, which indicates credit rating information. You can also use this worksheet to determine the likelihood a company will fail, and how that supplier's failure rate compares to others in the industry.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

UN/SPSC Commodity

This reference to the UN/SPSC dimension filters the data on the worksheet to the UN/SPSC commodity code selected. You can also drill to various levels within the UN/SPSC commodity code hierarchy, including Segment, Family, Class, and Business Function,.

Item

This reference to the Item dimension is at the "All" level. You can drill down to the Commodity, Item or the Item Revision level.

Column Items

Delinquency Score

This column is populated from the information in the DUNS dimension. It is a statistically modeled score predicting the business establishment's probability of delinquent payment within the next 12 months. The score is derived from various D&B data including payment history, credit rating, year started, SIC code, and other data. The score goes from 0 to 100. The higher the score, the lower the probability of delinquency.

Paydex

This column is populated from information in the DUNS dimension. It is a 2-digit score, exclusive to Dun and Bradstreet, which appraises a company's payment history, as shown in the following simple table. This index is derived from the dollar-weighted average of the combined individual payment experiences of a company.

100	Anticipated
90	Discount
80	Prompt
70	Slow to 15
50	Slow to 30
40	Slow to 60
30	Slow to 90
20	Slow to 120
999	Unavailable

Number of Employees

This column is populated from information in the DUNS dimension. It represents the total number of employees that work for the business establishment.

Bankruptcy

This column is populated from information in the DUNS dimension. It indicates that the business establishment has filed for bankruptcy. Branch offices for a supplier are reported identically to the headquarters office.

Number of Suits

This column is populated from information in the DUNS dimension. It indicates the number of open suits filed by a plaintiff against the business establishment in a court of law in which the plaintiff seeks monetary or non-monetary relief. Proceedings are commenced by issuance of the statement of claim.

Number of Judgments

This column is populated from information in the DUNS dimension. It represents the number of open judgments against the business establishment. The decision of a judge which finally disposes of an action in court.

Row Items**Global Headquarters**

This reference to the DUNS dimension lists the highest level of a corporate structure. It is the organization to which all subsidiaries report. You can drill to the Headquarters (Domestic) level, Parent (Domestic), Ultimate (Domestic), or the DUNS number level using this dimension.

Supplier Site

This reference to the DUNS dimension lists the lowest level suppliers within a corporate structure. The DUNS numbers are assigned to a specific site or location of a supplier. You can drill to the Ultimate (Domestic), Parent (Domestic), Headquarters (Domestic), or Global Ultimate levels.

Security

Standard Purchasing Intelligence Security

Financial Assessment Worksheet

The business questions answered by this worksheet are:

- For the suppliers I am considering consolidating, how strong are they financially?
- What is the risk that my suppliers will go out of business?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their financial stability. Basic financial measurements can be analyzed, including their annual revenues, current assets and liabilities, and their cash position. With this information, you can make more informed decisions about your supply base, and get better results during negotiations.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

UN/SPSC Commodity

This reference to the UN/SPSC dimension filters the data on the worksheet to the UN/SPSC commodity code selected. You can also drill to various levels within the UN/SPSC commodity code hierarchy, including Segment, Family, Class, and Business Function.

Item

This reference to the Item dimension is at the "All" level. You can drill down to the Commodity, Item, or Item Revision level.

Column Items

Annual Sales Revenue

This column is populated from the DUNS dimension, and represents the value of a company's sales for a 12 month period.

Current Assets

This column is populated from the DUNS dimension, and represents the current value of a business including property, cash, etc.

Current Liabilities

This column is populated from the DUNS dimension, and represents the current debts outstanding of a business.

Cash

This column is populated from the DUNS dimension, and represents the cash value for cash dealings of a business.

D&B Last Updated Date

This column reflects the last date for which the D&B data was refreshed or updated.

Row Items

Global Headquarters

This reference to the DUNS dimension lists the highest level of a corporate structure. It is the organization to which all subsidiaries report. You can drill to the Headquarters (Domestic) level, Parent (Domestic), Ultimate (Domestic), or the DUNS number level using this dimension.

Supplier Site

This reference to the DUNS dimension lists the lowest level suppliers within a corporate structure. The DUNS numbers are assigned to a specific site or location of a supplier. You can drill to the Ultimate (Domestic), Parent (Domestic), Headquarters (Domestic), or Global Ultimate levels.

Security

Standard Purchasing Intelligence Security

Supplier Dependency Worksheet

The business question answered by this worksheet is:

- For the suppliers I am considering consolidating, how dependent are the suppliers on my organization's purchases?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their annual sales, and also presents your annual spend with that supplier. Understanding how your purchases impact each given supplier will help you to make better decisions when consolidating, and will better prepare you for contract renegotiations.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization

This reference to the Internal Organization dimension is set to the "All" level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

UN/SPSC Commodity

This reference to the UN/SPSC dimension filters the data on the worksheet to the UN/SPSC commodity code selected. You can also drill to various levels within the UN/SPSC commodity code hierarchy, including Segment, Family, Class, and Business Function.

Column Items

DUNS Number

This column is populated from the DUNS dimension, and contains the Dun and Bradstreet DUNS number that corresponds to each supplier.

AP Spend

Displays the invoice amount for approved invoices.

Supplier Sales

This column is populated from the DUNS dimension, and represents the annual sales revenue for each supplier. The number represented is always displayed in US Dollars.

Row Items

Global Headquarters

This reference to the DUNS dimension lists the highest level of a corporate structure. It is the organization to which all subsidiaries report. You can drill to the Headquarters (Domestic) level, Parent (Domestic), Ultimate (Domestic), or the DUNS number level using this dimension.

Supplier Site

This reference to the DUNS dimension lists the lowest level suppliers within a corporate structure. The DUNS numbers are assigned to a specific site or location of a supplier. You can drill to the Ultimate (Domestic), Parent (Domestic), Headquarters (Domestic), or Global Ultimate levels.

Security

Standard Purchasing Intelligence Security

D&B Enhancements for the Supply Base Optimization Workbook

For customers utilizing data from Dun and Bradstreet, a separate Supply Base Optimization workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Supply Base Optimization workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets
- Wherever the Trading Partner and Item dimensions were used for analysis, the DUNS and UN/SPSC dimensions have been substituted. This means that analysis using these worksheets takes advantage of the supplier relationship information defined by Dun and Bradstreet, as well as the robust UN/SPSC commodity structure.

Productivity Analysis Workbook

The Productivity Analysis workbook allows you to measure the efficiency of your purchasing organization. Transaction volumes for purchase orders and receipts can be analyzed, so that you can relate your purchasing organization's performance with any variability in workload. Several cycle time analyses, such as purchase order creation, will give you visibility into your organization's performance. This workbook contains the following worksheets:

- PO Transaction Volume Trend Worksheet on page 4-103
- PO Transaction Volume Detail Worksheet on page 4-105
- PO Line Item Summary Worksheet on page 4-107
- Receipt Volume Trend Worksheet on page 4-109
- Receipt Detail Worksheet on page 4-111
- Order to Pay Worksheet on page 4-113
- Receive to Pay Worksheet on page 4-115
- PO Approval Worksheet on page 4-117
- Receive to Deliver Worksheet on page 4-119

D&B Enhancements for the Productivity Analysis Workbook on page 4-120

This workbook is for E-Business Intelligence warehouse systems only.

PO Transaction Volume Trend Worksheet

The business questions answered by this worksheet are:

- Is my purchasing organization seeing an increase in workload?
- How many employees are processing transactions, and should I consider hiring more?

This worksheet provides a comparison from month to month of purchase order header volumes. Although the size and complexity of each purchase order may vary, this worksheet will help you to get a feeling for the workload being processed.

Only approved purchase orders are counted in this worksheet.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Distinct Purchase Orders

Displays the number of distinct purchase order numbers. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment, and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order headers.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

PO Transaction Volume Detail Worksheet

The business questions answered by this worksheet are:

- How much purchase order volume is each business unit processing?
- For which suppliers, commodities, or geographical areas are the majority of purchase orders being created?
- How can the volume of purchase orders be reduced?

This worksheet provides a detailed analysis of purchase order volumes. Although the size and complexity of each purchase order may vary, this worksheet will help you to get a feeling for the workload being processed for individual operating units. It can also help you to understand the volume of purchase orders associated with specific items, commodities, or suppliers.

Only approved purchase orders are counted in this worksheet.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items**Year**

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items**Number of Purchase Orders**

Displays the number of distinct purchase order numbers. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order headers.

Average Purchase Amount

Displays the average total amount for each purchase order.

Row Items**Operating Unit**

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

PO Line Item Summary Worksheet

The business questions answered by this worksheet are:

- How many purchase order line entries is each business unit processing?
- Which items or commodities are responsible for the greatest number of purchase order lines?
- How can the volume of purchase order lines be reduced?

This worksheet provides a detailed analysis of purchase order line volumes. This worksheet will help you to understand the complexity of the purchase orders being processed, and a more accurate detailed account of the workload your purchasing organization is processing. Using this worksheet you can determine areas where purchase orders can be consolidated, resulting in fewer lines processed.

Only approved purchase orders are counted in this worksheet.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items**Year**

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Operating Unit

This reference to the Internal Organization dimension filters the data on the worksheet based on the operating unit selected. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items**Number of Lines**

Displays the number of purchase order lines processed. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order lines.

Average Purchase Amount

Displays the average purchase amount for each purchase order line.

Row Items**Commodity**

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level.

Security

Standard Purchasing Intelligence Security

Receipt Volume Trend Worksheet

The business question answered by this worksheet is:

- What are the trends or patterns that my receiving clerks need to plan for, and are these trends changing?

This worksheet provides a month-to-month comparison of receipt transactions. Important trends and patterns can be identified, so that your receiving clerks can plan for peak receiving activity.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Receipts

Displays the number of receipt transactions processed. In Oracle Applications, each receipt transaction can have multiple lines. This column displays the number of receipt transactions.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Organization

This reference to the Internal Organization dimension lists each inventory organization. You can drill up or down the dimension to the Operating Unit, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Receipt Detail Worksheet

The business questions answered by this worksheet are:

- How many receipts are being processed by each inventory organization?
- How many other receiving transactions, such as corrections and returns, are being processed?

This worksheet provides a detailed analysis of receiving activity. Using this worksheet you will be able to determine which organizations are processing the most receipts, and which commodities and suppliers are responsible for the shipments received. You will also be able to measure the additional workload placed on receiving clerks when there are returns, or when the clerks have to enter corrections because the shipment was incorrectly received.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Number of Receipts

Displays the number of receipt transactions processed. In Oracle Applications, each receipt transaction can have multiple lines. This column displays the number of receipt transactions.

Number of Corrections

Displays the number of corrections made to receipts. In Oracle Applications, entering an additional transaction, called a correction, is the only way to modify a receipt.

Number of Return to Vendor Transactions

Displays the number of Return to Vendor transactions.

Return to Vendor as a Percent of Receipts

This column compares the number of Return to Vendor transactions to the number of receipts, and reports the comparison as a percentage.

Row Items

Category

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the "All" level.

Security

Standard Purchasing Intelligence Security

Order to Pay Worksheet

The business questions answered by this worksheet are:

- How long does it take from the time that an order is sent to a supplier, until the time that I have paid the supplier?
- Are the cycle times increasing?

The Order to Pay Cycle Time worksheet provides a month-to month comparison of the cycle times for sending an order to a supplier and then paying that supplier. Important trends can be identified using this worksheet, so that you can take action as necessary.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Order to Pay Average Cycle Time (Days)

Displays the average number of days from the time a purchase order is sent to the supplier, until the time that payment is sent.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Receive to Pay Worksheet

The business questions answered by this worksheet are:

- How long does it take from the time that I receive goods until the time that I pay for them?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes from receipt of goods until the time that the supplier is paid. Important trends can be identified using this worksheet, so that you can take action as necessary.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Receive to Pay Average Cycle Time (Days)

Displays the average number of days from the time goods have been received, until the time that payment is sent.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

PO Approval Worksheet

The business questions answered by this worksheet are:

- How long does it take from the time that I create a purchase order until the time that it is approved?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes to create and approve purchase orders. Important trends can be identified using this worksheet, so that you can take action as necessary.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Approval Average Cycle Time (Days)

Displays the average number of days from the time a purchase order is created until the time that it is approved.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Receive to Deliver Worksheet

The business questions answered by this worksheet are:

- How long does it take from the time that I receive the goods, until the time that they are delivered into inventory?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes to receive and then deliver goods. Important trends can be identified using this worksheet, so that you can take action as necessary.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Receiving Location

This reference to the Geography dimension is set to the "All" level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items

Receive to Deliver Average Cycle Time (Days)

Displays the average number of days from the time goods are received until the time that they are delivered.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

D&B Enhancements for the Productivity Analysis Workbook

For customers utilizing data from Dun and Bradstreet, a separate Productivity Analysis workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Productivity Analysis workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets

Buyer Analysis Workbook

The Buyer analysis workbook has been designed to help you monitor the performance of the individual buyers in your purchasing organizations. Using this worksheet, you will be able to measure if a buyer is improving in his/her use of contracts, how productive they are, and how long it is taking them to get purchase orders approved. This workbook contains the following worksheets:

- Leakage Trend Worksheet on page 4-122
- Potential Savings Worksheet on page 4-124
- PO Purchases Trend Worksheet on page 4-127
- PO Purchase Detail Worksheet on page 4-129
- PO Transaction Volume Trend Worksheet on page 4-131
- PO Approval Worksheet on page 4-133

D&B Enhancements for the Buyer Analysis Workbook on page 4-134

This workbook is for E-Business Intelligence warehouse systems only.

Leakage Trend Worksheet

The business question answered by this worksheet is:

- Is contract leakage for a particular buyer being reduced?

This worksheet provides a comparison from month to month of off contract purchases. Off contract purchases occur when a one-time order is placed with a supplier, instead of using a negotiated contract.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Column Items

Contract Leakage

Displays the purchase order amount for approved purchase orders that represent off-contract purchases.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Potential Savings Worksheet

The business questions answered by this worksheet are:

- Which buyer has caused the most contract leakage?
- What are the potential savings opportunities if the contract leakage is eliminated?

This worksheet highlights the amount of purchases that are off-contract, and how much savings could have been realized if contract leakage were eliminated. It helps you to identify where the problems are occurring so that you can quickly take action to prevent further contract leakage. This worksheet allows you to focus on the buyers that are causing the most leakage.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

Positive Potential Savings Greater Than 1000

This exception will highlight in green any values in the Positive Potential Savings column that are greater than or equal to 1000.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Buyer

This reference to the Person dimension is set to the "All" level. Data for all buyers is displayed. You can drill down to individual buyers by drilling to the Person level.

Column Items**PO Purchases**

Displays the purchase order amount for approved purchase orders.

Contract Purchases

Displays the purchase order amount for approved purchase orders that are contracts. This include all Oracle Application purchase order types, except Standard Purchase Orders.

Non-Contract Purchases

Displays the purchase order amount for approved, standard purchase orders, where a contract was not available at the time the items on the standard PO were purchased.

Contract Leakage

Displays the purchase order amount for approved, standard purchase orders, where a contract was available at the time the items on the standard PO were purchased

Positive Potential Savings

Displays the amount of money that would have been saved had the existing contract been used. The price on the contract was better than the price on the standard purchase order, resulting in positive savings.

Negative Potential Savings

Displays the amount of money that would have been lost had the existing contract been used. The price on the standard purchase order was better than the price on the contract, which indicates that the contract may need to be renegotiated.

Row Items**Operating Unit**

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with "DUNS," which references the DUNS dimension.

PO Purchases Trend Worksheet

The business questions answered by this worksheet are:

- What commodities and items are increasing or decreasing in purchase volume?
- Which of my suppliers has had the largest increase or decrease in purchases?
- Which operating units have contributed the most to an increase in spend?

This worksheet provides a comparison from month to month of purchase order purchases. It will help you identify purchasing trends that may require additional analysis, or corrective action.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Purchases

Displays the purchase order amount for approved purchase orders.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Supplier:** This references the Trading Partner dimension, is replaced with "DUNS," which references the DUNS dimension.
- **Item:** This references the Item dimension, is replaced with "UN/SPSC," which references the UN/SPSC dimension.

PO Purchase Detail Worksheet

The business questions answered by this worksheet are:

- What buyers are responsible for purchasing certain commodities and items?
- Who are my top suppliers and how much was spent with each?

This worksheet provides a starting point for a detailed analysis of purchase order purchases. Using this worksheet, you can answer difficult procurement questions that will focus your organizations efforts, and help to create and execute your procurement strategy.

The amounts shown on this worksheet only reflect approved purchase orders.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Buyer

This reference to the Person dimension is set to the "All" level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Commodity

This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the "All" level.

Column Items

SIC Code

This column is an attribute of the Trading Partner dimension, and lists the Standard Industrial Classification code for each supplier listed in the worksheet.

PO Purchases

Displays the total purchase order amount for approved purchase orders.

Percent of Total PO Purchases

Displays the percentage of the total PO purchases displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier

This reference to the Trading Partner dimension is set to the "Parent Trading Partner – 4" level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site

This reference to the Trading Partner dimension is set to the "Supplier Site" level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security

Dun and Bradstreet Modifications

The version of this worksheet that is enabled to use Dun and Bradstreet information has minor differences, which include:

- **Ultimate Parent Supplier:** This references the Trading Partner dimension, is replaced with "Global Headquarters," which references the DUNS dimension.
- **Supplier Site:** This references the Trading Partner dimension, is replaced with "Supplier Site," which references the DUNS dimension.
- **Commodity:** This references the Item dimension, is replaced with "UN/SPSC Commodity," which references the UN/SPSC dimension.

PO Transaction Volume Trend Worksheet

The business question answered by this worksheet is:

- Is a given buyer seeing an increase in workload?

This worksheet provides a comparison from month to month of purchase order header volumes. Although the size and complexity of each purchase order may vary, this worksheet will help you to get a feeling for the workload being processed.

Only approved purchase orders are counted in this worksheet.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items**Year**

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier

This reference to the Trading Partner dimension is set to the "All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Distinct Purchase Orders

Displays the number of distinct purchase order numbers. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order headers.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

PO Approval Worksheet

The business questions answered by this worksheet are:

- How long does it take for a given buyer to create and approve a purchase order?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes to create and approve purchase orders. Important trends can be identified using this worksheet, so that you can take action as necessary.

Parameter Page

There is no parameter page associated with this worksheet.

Exceptions

There are no exceptions defined in this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Year

This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Item

This reference to the Item dimension is set to the "All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer

This reference to the Person dimension is set to the "All" level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

PO Approval Average Cycle Time (Days)

Displays the average number of days from the time a purchase order is created until the time that it is approved.

Month

This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit

This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security

D&B Enhancements for the Buyer Analysis Workbook

For customers utilizing data from Dun and Bradstreet, a separate Buyer Analysis workbook is available, which has been enhanced with analysis capability made possible through the integration with Dun and Bradstreet supplier and commodity classification data. The enhancements in the Dun and Bradstreet enabled Buyer Analysis workbook include the following:

- The DUNS and UN/SPSC dimensions are available for analysis for all worksheets.

Manufacturing Intelligence Workbooks

Manufacturing Intelligence includes the following workbooks:

- Inventory Analysis Workbook on page 4-136
- Margin Analysis Workbook on page 4-163
- Production Analysis Workbooks on page 4-194
 - Production Effectiveness Analysis Workbook on page 4-195
 - Work-In-Process Analysis Workbook on page 4-222
 - Resource Analysis Workbook on page 4-231
 - Continuous Improvement Analysis Workbook on page 4-240

Inventory Analysis Workbook

This topic explains MBI Inventory Analysis workbook that helps you measure inventory performance both on hand and in transit. It provides you the ability to track the inventory value trend over time for an operating unit and inventory quantity trend over time for individual items within an inventory organization. It allows you to also track the expired inventory using the expiration dates on the lots. This workbook contains the following worksheets:

- Period End Inventory Value by Organization Worksheet on page 4-137
- Period End Inventory Value by Item Category Worksheet on page 4-140
- Period End Inventory Value by Organization Item Worksheet on page 4-143
- Expired Inventory Worksheet on page 4-146
- Current Ending Inventory Levels Worksheet on page 4-149
- Period Inventory Turns Worksheet on page 4-152
- Period Average Inventory Value Trend Worksheet on page 4-155
- Period End Inventory Quantity Trend Worksheet on page 4-157
- Expired Inventory Value by Period Worksheet on page 4-160

This workbook is for E-Business Intelligence warehouse systems only.

Period End Inventory Value by Organization Worksheet

The business questions answered by this worksheet are:

- What is the value of my On-hand inventory?
- What is the value of in-transit inventory?

This worksheet displays the historical inventory value by organization summed across all inventory items. It also displays the inventory value subtotals for On-hand and in-transit inventory and the total inventory value.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Quarter

Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period

Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Row Dimensions**Inventory Organization**

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

On Hand

Displays the value of inventory On hand. The On-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM} (\text{Item On-hand Quantity} * \text{Item GL Unit Cost})$$

In Transit

Displays the value of inventory in transit. The in-transit value is calculated as:

$$\text{In-transit Value} = \text{SUM} (\text{Item In-transit Quantity} * \text{Item GL Unit Cost})$$

Total

Indicates the total inventory which calculated as the inventory on hand and the inventory in transit.

$$\text{Total} = \text{On-hand Inventory value} + \text{In-transit value}$$

Note: These columns may appear on a report or on a graph.

Period End Inventory Value by Item Category Worksheet

The business questions answered by this worksheet are:

- What is the value of my on-hand inventory?
- What is the value of in-transit inventory?

This worksheet displays the historical inventory value by inventory item category within each inventory organization. It also displays the inventory value subtotals for on-hand and in-transit inventory and the total inventory value.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Quarter

Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period

Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions**Item Category**

Displays an item category. A category is a logical classification of items that have similar characteristics.

Inventory Item

Displays an item that is classified as an inventory item. For example, raw material.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
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-

On Hand

Displays the value of inventory on hand. The on-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM} (\text{Item On-hand Quantity} * \text{Item GL Unit Cost})$$

In Transit

Displays the value of inventory in transit. The in-transit value is calculated as:

$$\text{In-transit Value} = \text{SUM} (\text{Item In-transit Quantity} * \text{Item GL Unit Cost})$$

Total

Indicates the total inventory which calculated as the inventory on hand and the inventory in transit.

$$\text{Total} = \text{On-hand Inventory value} + \text{In-transit value}$$

Note: These columns may appear on a report or on a graph.

Period End Inventory Value by Organization Item Worksheet

One of the business questions answered by this worksheet is:

- What is the value of my on-hand inventory?
- What is the value of in-transit inventory?

This worksheet displays the historical inventory quantities and value by items within an inventory organization. It also displays the inventory quantity and value for on-hand and in-transit inventory and the total inventory value.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Quarter

Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period

Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item

Displays an item that is classified as an inventory item. For example, raw material.

Unit of Measure

Displays the item unit of measure.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
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On-hand Value

Displays the value of inventory on hand. The On-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM} (\text{Item On-hand Quantity} * \text{Item GL Unit Cost})$$

On-hand Quantity

Displays the total number of inventory on hand.

In-transit Value

Displays the value of inventory in-transit. The in-transit value is calculated as:

$$\text{In-transit Value} = \text{SUM} (\text{Item In-transit Quantity} * \text{Item GL Unit Cost})$$

In-transit Quantity

Displays the total number of inventory in transit.

Total Value

Indicates the total inventory which calculated as the inventory on hand and the inventory in transit.

$$\text{Total} = \text{On-hand Inventory value} + \text{In-transit value}$$

Total Quantity

Indicates the total number of inventory which is calculated as the inventory on hand and the inventory in transit.

$$\text{TotalValue} = \text{On-hand Value} + \text{In-transit Value}$$

Note: These columns may appear on a report or on a graph.

Expired Inventory Worksheet

The business question answered by this worksheet is:

- What is the value of my expired inventory?

This worksheet displays the expired inventory from the current period's most recently collected inventory.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Projected Date

Enter the projected date of inventory expiry. The worksheet displays all the expired items projected to expire prior to the specified date.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Current Inventory Status Filter

Represents the data filter for the current inventory status.

Page Items

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item

Displays an item that is classified as an inventory item. For example, raw material.

Unit of Measure

Displays the item unit of measure.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
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On-hand Quantity

Displays the number of inventory on hand. The on-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM} (\text{Item On-hand Quantity} * \text{Item GL Unit Cost})$$

On-hand Value

Displays the value of inventory on hand. The on-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM} (\text{Item On-hand Quantity} * \text{Item GL Unit Cost})$$

Expired Inventory Quantity

Displays the inventory quantity that have expired. The expired inventory quantity is calculated as:

$\text{Expired Inventory Quantity} = \text{SUM (Item In Transit Quantity)}$ for all lots whose `expire_date` is prior to the system date when the query is run

Expired Inventory Value

Displays the value of inventory expired. The expired inventory value is calculated as:

$\text{Expired Inventory Value} = \text{SUM (Item In Transit Quantity * Item GL Unit Cost)}$ for all lots whose `expire_date` is prior to the system date when the query is run

Expired Value Percent

Displays the value of expired inventory in percent. The expired value percent is calculated as:

$\text{Expired Value \%} = \text{Expired Inventory Value} / \text{On-hand Value} * 100$

Projected Expired Inventory Quantity

Displays the total inventory quantity that was projected to expire. The projected expired inventory quantity is calculated as:

$\text{Projected Expired Inventory Quantity} = \text{SUM (Item In Transit Quantity)}$ for all lots whose `expire_date` is between the system date and the Projected Date

This is the additional expiration expected. This is not the projected cumulative expired quantity

Projected Expired Inventory Value

Displays the total inventory value that was projected to expire. The projected expired inventory quantity is calculated as:

$\text{Projected Expired Inventory Value} = \text{Projected Expired Inventory Quantity} * \text{Item GL Unit Cost}$

Projected Expired Value Percent

Displays the total value of projected expired inventory in percent. The projected expired value percent is calculated as:

$\text{Projected Expired Value \%} = \text{Projected Expired Inventory Value} / \text{On-Hand Value} * 100$

Note: These columns may appear on a report or on a graph.

Current Ending Inventory Levels Worksheet

One of the business questions answered by this worksheet is:

- What is the current inventory value for my organization?

This worksheet displays the inventory quantity and value from the most recently collected inventory for the current period.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

- "Operating Unit-Name" IN :Operating Unit
Represents the data filter for the specified operating unit.
- Current Inventory Status Filter
Represents the data filter for the current inventory status.

Page Items

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item

Displays an item that is classified as an inventory item. For example, raw material.

Unit of Measure

Displays the item unit of measure.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

On-hand Value

Displays the value of inventory on hand. The on-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM} (\text{Item On-hand Quantity} * \text{Item GL Unit Cost})$$

On-hand Quantity

Displays the number of inventory on hand.

In-transit Value

Displays the value of number of inventory in transit. The in-transit value is calculated as:

$$\text{In-transit Value} = \text{SUM} (\text{Item In-transit Quantity} * \text{Item GL Unit Cost})$$

In-transit Quantity

Displays the total number of inventory in transit.

Total Quantity

Indicates the total inventory available which is calculated as the on hand plus the inventory in transit.

$$\text{Total} = \text{On-hand Inventory value} + \text{In-transit value}$$

Total Value

Indicates the total value of the inventory which is calculated as the inventory On-hand value plus the inventory in-transit value.

$$\text{TotalValue} = \text{On-hand Value} + \text{In-transit Value}$$

Note: These columns may appear on a report or on a graph.

Period Inventory Turns Worksheet

One of the business questions answered by this worksheet is:

- What is my inventory turnover?

This worksheet displays the inventory turns and days on hand for an inventory organization over time for the specified period.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Quarter

Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Operating Unit

Displays the selected operating unit. If you had selected to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

GL Period (Time dimension)

Indicates the period within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

Cost of Goods Sold

Indicates the total cost of goods sold represented in the warehouse currency. The cost of goods sold is calculated as:

$$\text{Cost of Goods Sold} = \text{SUM} (\text{Item Sales Quantity} * \text{Item unit Cost})$$

Average On-hand Value

Displays the average value of inventory on hand. The On-hand value is calculated as:

$$\text{Average On-hand Value} = \text{SUM} (\text{AVG}(\text{Opening and Closing Inventory Quantity}) * \text{Item GL Unit Cost})$$

Period Inventory Turns

Displays period inventory turn which is calculated as:

$$\text{Period Inventory Turns} = (\text{Cost of Goods Sold} * \text{Periods per Year}) / \text{Average On-hand Value}$$

Days On hand

Indicates the days on hand which is calculated as:

$$\text{Days On Hand} = \text{Average On-hand Value} / (\text{Cost of Goods Sold} / \text{Days per Period})$$

Note: These columns may appear on a report or on a graph.

Period Average Inventory Value Trend Worksheet

One of the business questions answered by this worksheet is:

- What is the inventory value for an operating unit?

This worksheet displays the trend of the total inventory value for an operating unit at a period level. It shows the average of the periods opening and closing values.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Quarter

Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Operating Unit

A company is a operating unit that maintains a balanced set of books. Select an operating unit from the list of values.

Row Dimensions

Inventory Item

Displays an item that is classified as an inventory item. For example, raw material.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

Average On Hand

Displays the average value of inventory on hand. The on-hand value is calculated as:

$$\text{Average On-hand Value} = \text{SUM (AVG(Opening and Closing Inventory Quantity) * Item GL Unit Cost)}$$

Period End Date (Time dimension)

Indicates the date within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period (Time dimension)

Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: These columns may appear on a report or on a graph.

Period End Inventory Quantity Trend Worksheet

One of the business questions answered by this worksheet is:

- What is the trend of inventory quantity for an individual item within an inventory organization?

This worksheet displays the trend of the inventory quantity by inventory organization item.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Quarter

Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions**Inventory Item**

Displays an item that is classified as an inventory item. For example, raw material. You can either select to view data for a specific year or drill up or down to different levels in the item dimension.

Unit of Measure

Displays the item unit of measure. You can either select to view data for a specific year or drill up or down to different levels in the item dimension.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

On-hand Quantity

Displays the total inventory on hand. Quantities are displayed in the primary unit of measure of each item.

Period End Date (Time dimension)

Indicates the date within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period (Time dimension)

Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: These columns may appear on a report or on a graph.

Expired Inventory Value by Period Worksheet

One of the business questions answered by this worksheet is:

- What is the value of my expired inventory?

This worksheet displays the historical total value of expired inventory across all items within an inventory organization. The historical expiration is calculated by comparing the lot expiration dates with the period dates of historical lot inventory balances.

Parameter Page

Operating Unit

Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date

Enter the date that defines the earliest period in the date range included.

End Date

Enter the date that defines the latest period in the date range included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"Operating Unit-Name" IN :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

GL Year

Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Period End Date (Time dimension)

Indicates the date within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period (Time dimension)

Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

On Hand

Displays the value of total inventory on hand. The on-hand value is calculated as:

$$\text{On-hand Value} = \text{SUM (Item On-hand Quantity * Item GL Unit Cost)}$$

Expired Inventory Value for Period

Displays the value of all expired inventory for a specific period. The expired inventory value for period is calculated as:

$$\text{Expired Value for Period} = \text{On-hand Value SUM (Item In-transit Quantity * Item GL Unit Cost)}$$

Expired Inventory Value

Displays the total expired inventory value. The total expired inventory value is calculated as:

Expired Value = On-hand value of lots that expired during or before the period.

Note: These columns may appear on a report or on a graph.

Margin Analysis Workbook

This topic explains Margin Analysis workbook that helps you analyze margin by product, by customer, by sales channel, by project and by geography. It analyzes margin trend by customers, by product classes, and by geographical locations. This workbook contains the following worksheets:

- Margin By Product Worksheet on page 4-164
- Margin by Product: Order Detail Worksheet on page 4-167
- Margin Trend by Product Worksheet on page 4-170
- Margin by Customer Worksheet on page 4-173
- Margin by Customer: Order Detail Worksheet on page 4-176
- Margin Trend by Customer: Graph Worksheet on page 4-179
- Margin by Bill-To Location Worksheet on page 4-182
- Margin by Ship To Location Worksheet on page 4-185
- Margin by Sales Channel Worksheet on page 4-188
- Margin by Ship From Organization Worksheet on page 4-191

This workbook is for E-Business Intelligence warehouse systems only.

Margin By Product Worksheet

Some of the business questions answered by this worksheet are:

- How much margin am I making from a product or a product category by time and organization?
- What is the trend?

This worksheet displays revenues, cost of goods sold, margin and margin % for a product in a specified period. It allows you to drill up or down in the Product and Time dimensions.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or all operating units by entering a % in the field. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Represents the date from which the periods will be included.

Period End Date

Represents the date until which the periods will be included.

Exceptions

The exception defined for this worksheet is, if the Margin value is negative, then display the row in Red color.

Conditions

This worksheet uses the following conditions:

Time filter for margin details

Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

Page Items

Operating Unit

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations.

GL Year

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

Notes:

- The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.
 - The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.
-
-

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin by Product: Order Detail Worksheet

Some of the business questions answered by this worksheet are:

- How much margin am I making from individual orders?

This worksheet displays a detail analysis showing the margin made from each sales order of a product in a specific time period. You can drill to detail to this worksheet from the Margin by Product worksheet.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

There no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Time filter for margin details

Represents the data filter for the specified time period.

Revenue date is not NULL and Ship date is not NULL

The revenue and ship date must not contain a Null value. This condition indicates that both the revenue and cost of goods sold have been posted to GL.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

"Item Name" LIKE :Product

Verifies the specified parameter value.

Page Items

Operating Unit

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Fiscal Year

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Order No

Indicates the unique order number assigned to the sales order when it is created.
This is a display only field.

Order Date

Indicates the date the sales order was created.

Ship Date

Indicates the date on which the orders were shipped.

Person

Indicates the primary sales person who handles the order.

Quantity Invoice

Represents the quantity for which the invoices have been created.

Quantity Shipped

Represents the actual quantity that have been shipped.

UOM

Displays the base unit of measure for the item.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin Trend by Product Worksheet

One of the business questions answered by this worksheet is:

- How are my margin compared to previous year, quarter, or period?

This worksheet shows the margin trend of a product or a product category. This worksheet also provides a graph. You can compare the margin trend of two or more products. This worksheet allows you to compare the margin with previous year's or previous quarter's margin.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter for margin details

Represents the data filter for the specified time period.

"Operating Unit-Name" LIKE :Operating Unit

Represents the data filter for the specified operating unit.

Page Items**Operating Unit**

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Sales Channel

Indicates the sales method used for selling goods. For example, internet selling, telemarketing, direct or indirect sales.

Row Dimensions**Item Category**

Indicates the item category to which the item has been assigned. You can either select to view data for a specific item category or drill up or down to different levels in the item dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Margin%

Margin is calculated based on the last update of the revenue or the cost of goods sold date. The margin percent is calculated as follows:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

GL Period (Time dimension)

Indicates the period within which the Ship date falls.

Note: These columns may appear on a report or on a graph.

Margin by Customer Worksheet

One of the business questions answered by this worksheet is:

- How much margin am I making from a customer by time and organization?
What is the trend?

This worksheet displays the revenue, cost of goods sold, margin and margin percent for a customer in a given time period. You can drill up or down to any levels of customer dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Trading Partner

Enter a specific customer name or specify percent (%) to indicate all customers with whom you are involved in trading.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following condition:

Time filter for margin details

Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

Page Items

Operating Unit

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Period

Indicates the period within which the Ship date falls.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Sales Channel

Indicates the sales method used for selling goods. For example, internet selling, telemarketing, direct or indirect sales.

Row Dimensions

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin by Customer: Order Detail Worksheet

One of the business questions answered by this worksheet is:

- What are my top orders based on margin, margin percentage, or revenue?

This worksheet displays in detail the margin made from each sales order for a customer in a given period. It allows you to drill up or down in the Customer and Period dimensions.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Trading Partner

Enter a specific customer name or specify percent (%) to indicate all customers with whom you are involved in trading.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Time filter for margin details

Represents the data filter for the specified time period.

Revenue date is not NULL and Ship date is not NULL

The revenue and ship date must not contain a Null value. This condition indicates that both the revenue and cost of goods sold have been posted to GL.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

Page Items

Operating Unit

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Period

Indicates the period within which the Ship date falls.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Order No

Indicates the unique order number assigned to the sales order when it is created. This is a display only field.

Order Date

Indicates the date the sales order was created.

Ship Date

Indicates the date on which the orders were shipped.

Person

Indicates the primary sales person who handles the order.

Quantity Invoice

Represents the quantity for which the invoices have been created.

Quantity Shipped

Represents the actual quantity that have been shipped.

UOM

Displays the base unit of measure for the item.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin Trend by Customer: Graph Worksheet

One of the business questions answered by this worksheet is:

- How much margin am I making from a customer by time and organization?
What is the trend?

This worksheet displays the trend of margin for a customer. You can compare the trend between two or more customers. You can also compare current year's or quarter's margin with the previous year's or quarter's margin.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Trading Partner

Enter a specific customer name or specify percent (%) to indicate all customers with whom you are involved in trading.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Time filter for margin details

Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

Page Items

Operating Unit

Displays data for the specified operating unit. In the case, where you had specified to retrieve all the operating units, the system retrieves and displays for all operating units. You can either select to view data for a specific operating unit or can drill up to the business group level.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Row Dimensions

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Margin%

Margin is calculated based on the last of the revenue or the cost of goods sold date. The margin percent is calculated as follows:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: The subsequent field is a data point that is repeated for each given period for every reporting year selected as the parameters.

GL Period (Time dimension)

Indicates the period within which the Ship date falls.

Note: These columns may appear on a report or on a graph.

Margin by Bill-To Location Worksheet

One of the business questions answered by this worksheet is:

- How are my margin based on customer's Bill to Location by time and organization?

This worksheet displays revenue, cost of goods sold, margin, and margin percent in a specific time frame for a product in different Geographic locations based on customer's ship-to address. This worksheet allows to drill up or down in Product, Period, and Geography dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than or equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following conditions:

Time filter for margin details

Represents the data filter for the specified time period.

"Operating Unit-Name" LIKE :Operating Unit

Represents the data filter for the specified operating unit.

Page Items**Operating Unit**

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Year

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions**All Geography**

Indicates how much of goods was sold at the global geographical level based on the billing location. You can drill down to country, state, city or any level of geography dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin by Ship To Location Worksheet

One of the business questions answered by this worksheet is:

- How are my margin based on customer's Ship to Location by time and organization?

This worksheet displays revenue, cost of goods sold, margin, and margin percent in a specific time frame for a product in different Geographic locations based on customer's ship-to address. This worksheet allows to frill down in Product, Period, and Geography dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than or equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following conditions:

Time filter

Represents the data filter for the specified time period.

"Operating Unit-Name" LIKE :Operating Unit

Represents the data filter for the specified operating unit.

Page Items

Operating Unit

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Year

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

All Geography

Indicates how much of goods was sold at the global geographical level based on the shipping location. You can drill down to country, state, city or any level of geography dimension.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin by Sales Channel Worksheet

One of the business questions answered by this worksheet is:

- Which sales channels generate the highest margin?

This worksheet displays customer number, name, revenue, cost of goods sold, and margin for top n customers in a fiscal year. The top n customer list is based on margin.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than or equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following condition:

Time filter

Represents the data filter for the specified time period.

"Operating Unit-Name" LIKE :Operating Unit

Represents the data filter for the specified operating unit.

Page Items**Operating Unit**

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Year

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Trading Partner

Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

Sales Channel

Indicates the sales method used for selling goods. For example, internet selling, telemarketing, direct or indirect sales.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Margin by Ship From Organization Worksheet

Some of the business questions answered by this worksheet are:

- What are my margin distribution by ship from warehouse, operating units, and legal entity?
- How are my inventory organizations contributing towards margin?

This worksheet displays the revenue, cost of goods sold, margin, and margin percent by ship from warehouse. You can drill up or down any levels of the inventory locator and time dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date

Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date

Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Note: Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Time filter for margin details

Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

Page Items

Operating Unit

Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Period

Indicates the period within which the Ship date falls. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Row Dimensions

Inventory Organization

Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked, and/or an organization that manufactures or distributes products. For example, manufacturing plants, warehouses, and distribution centers.

Column Dimensions

Note: The currency values displayed in this worksheet are represented in the global warehouse currency based on installation.

Revenue

Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Costs of Goods Sold}$$

Margin%

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / \text{Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Production Analysis Workbooks

The Production Analysis which includes the following four workbooks that facilitates measuring Production Efficiency of a plant or an organization for a given time period. It also helps you analyze yield and consumption pattern of a plant and to see the trend and reason for any late completed batches and performance analysis of resources. Besides you can also monitor continuous improvement goals such as optimizing job size, maximizing resource usage, and reducing lead times.

This workbook includes the following workbooks:

- Production Effectiveness Analysis Workbook on page 4-195
- Work-In-Process Analysis Workbook on page 4-222
- Resource Analysis Workbook on page 4-231
- Continuous Improvement Analysis Workbook on page 4-240

Production Effectiveness Analysis Workbook

This workbook enables you to measure and analyze the production efficiency of your plant. It includes worksheets that enable you to see the production and material efficiencies and their trends for your plant by product or organization. It displays the production output variances across time and item dimensions. You can also view the resource efficiency of resources used in a job. This workbook contains the following worksheets:

- Production Efficiency Worksheet on page 4-196
- Production Efficiency: Trend Worksheet on page 4-199
- Material Efficiency by Value Worksheet on page 4-202
- Material Efficiency: Trend Worksheet on page 4-205
- Material Efficiency: Job Details Worksheet on page 4-208
- Production Output Variance Worksheet on page 4-211
- Production Output Variance: Job Details Worksheet on page 4-214
- Resource Efficiency Worksheet on page 4-217
- Flow Schedule Linearity Index by Item Worksheet on page 4-220

This workbook is for E-Business Intelligence warehouse systems only.

Production Efficiency Worksheet

Some of the business questions answered by this worksheet are:

- What is the production efficiency of my plant by product? What is the trend?
- What are my top products based on production efficiency?

This worksheet displays the production efficiency of a plant in completing a job for a given time period. The efficiency is derived from the standard time earned over the actual time taken to complete a job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter

Filters all uncompleted jobs.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

GL Year

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

GL Period

Indicates the period within which the transaction date falls. You can either select to view data for a specific period or drill up or down to different levels in time dimension.

Column Dimensions

Standard Time Earned

Displays the standard time taken to complete a job. The standard time is calculated as the fixed lead time plus the variable lead time.

Actual Time Taken

Displays the actual time taken to complete a job. The Actual Time Taken is calculated as the effective hours between the actual start date and the actual completion date of a job.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Production Efficiency

Represents the actual units produced to the standard rate of production expected in a time period. Production efficiency is calculated as:

$$\text{Production Efficiency} = (\text{Actual Qty Produced} / \text{Actual Time Taken}) / (\text{Standard Qty} / \text{Standard Time})$$

Where:

Actual Qty Produced represents the actual quantity the plant has produced.

Actual Time Taken indicates the effective hours between the actual start date and the actual completion date of the job.

Standard Qty indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

Standard Time Defined is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each job and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

Note: These columns may appear on a report or on a graph.

Production Efficiency: Trend Worksheet

One of the business questions answered by this worksheet is:

- What is the production efficiency of my plant by product? What is the trend?
- What are my top products based on production efficiency?

This worksheet displays the production efficiency trend of a plant in completing a job for a given time period. The efficiency is derived from the standard time earned over the actual time taken to complete a job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Year Filter

Year should be equal to the GL fiscal year specified in the parameter.

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter

Filters all uncompleted jobs.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

GL Year (Top axis)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Column Dimensions

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Production Efficiency

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

$$\text{Production Efficiency} = (\text{Actual Qty Produced} / \text{Actual Time Taken}) / (\text{Standard Qty} / \text{Standard Time})$$

Where:

Actual Qty Produced represents the actual quantity the plant has produced.

Actual Time Taken indicates the effective hours between the actual start date and the actual completion date of the job.

Standard Qty indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

Standard Time is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each job and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

Material Efficiency by Value Worksheet

Some of the business questions answered by this worksheet are:

- What is the material efficiency of my plant by product? What is the trend?
- What is my production usage (input) variance by product and product line? What is the trend?

This worksheet displays the material efficiency of a plant in terms of planned and actual material input, and planned and actual material output from a job. The efficiency is derived as a ratio between the planned and actual inputs, and product output from a job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

GL Year (Top axis)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item, or drill up or down to different levels in the item dimension.

Column Dimensions

Actual Input Value

Indicates the total value of the actual material quantity. The actual material value is calculated as the actual quantity multiplied by the unit cost.

Actual Output Value

Indicates the total value of the actual output quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Planned Input Value

Indicates the total value of the planned material quantity. The planned material value is calculated as the planned quantity multiplied by the unit cost.

Planned Output Value

Indicates the total value of the planned output quantity. The planned yield value is calculated as the planned quantity multiplied by the unit cost.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

$$\text{Material Efficiency \%} = ((\text{Actual Output Value} / \text{Actual Input value}) / (\text{Planned Output Value} / \text{Planned Input value})) * 100$$

Where:

Actual Output Value is calculated as Actual job Quantity multiplied by the Unit Cost.

Actual Input Value represents the total value of the raw material used by the job.

Plan Output Value is calculated as the Plan job Quantity multiplied by the Unit Cost.

Plan Input Value represents the total value of the raw material used by the job.

Material Efficiency: Trend Worksheet

The business questions answered by this worksheet is:

- What is the material efficiency of my plant by product? What is the trend?
- What is my production usage (input) variance by product and product line? What is the trend?

This worksheet displays the material efficiency trend of a plant in terms of planned and actual material input and planned and actual material output from a job. The efficiency is derived as a ratio between the planned and actual inputs and product output from a job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

GL Year (Top axis)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Material Efficiency

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

$$\text{Material Efficiency \%} = ((\text{Actual Output Value} / \text{Actual Input value}) / (\text{Planned Output Value} / \text{Planned Input value})) * 100$$

Where:

Actual Output Value is calculated as Actual job Quantity multiplied by the Unit Cost.

Actual Input Value represents the total value of the raw material used by the job.

Plan Output Value is calculated as the Plan job Quantity multiplied by the Unit Cost.

Plan Input Value represents the total value of the raw material used by the job.

Material Efficiency: Job Details Worksheet

The business questions answered by this worksheet is:

- What is the material efficiency of my plant by product? What is the trend?
- What is my production usage (input) variance by product and product line? What is the trend?

This worksheet displays the material efficiency of a plant in terms of planned and actual material input, and planned and actual material output from a job. The efficiency is derived as a ratio between the planned and actual inputs, and product output from a job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Column Dimensions**Job number**

Represents the unique job number.

Routing

Represents the unique routing number used for the job.

Routing Version

Displays the version number of the routing.

Actual Input Value

Indicates the total value of the actual material quantity. The actual material value is calculated as the actual quantity multiplied by the unit cost.

Actual Output Value

Indicates the total value of the actual output quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Planned Input Value

Indicates the total value of the planned material quantity. The planned material value is calculated as the planned quantity multiplied by the unit cost.

Planned Output Value

Indicates the total value of the planned output quantity. The planned yield value is calculated as the planned quantity multiplied by the unit cost.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Material Efficiency

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

$$\text{Material Efficiency\%} = ((\text{Actual Output Value} / \text{Actual Input value}) / (\text{Planned Output Value} / \text{Planned Input value})) * 100$$

Where:

Actual Output Value is calculated as Actual job Quantity multiplied by the Unit Cost.

Actual Input Value represents the total value of the raw material used by the job.

Plan Output Value is calculated as the Plan job Quantity multiplied by the Unit Cost.

Plan Input Value represents the total value of the raw material used by the job.

Product Efficiency is calculated for each job and then averaged out based on the dimensions (i.e., Company, Plant, Year, and Period).

Material Variance

Displays the material variance calculated as the planned yield value minus the actual yield value. Material variance is calculated as:

$$\text{Material Variance \%} = ((\text{Actual Input Value} - \text{Planned Input Value}) / \text{Planned Input Value}) * 100$$

Note: These columns may appear on a report or on a graph.

Production Output Variance Worksheet

One of the business questions answered by this worksheet is:

- What is the production yield (output) variance by product and by product line?
What is the trend?

This worksheet displays the production output variances across time and item dimensions. The output variance is calculated as a difference between the actual output value and the planned output value.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item (Item dimension)

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Output Value

Indicates the total value of the actual material quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Plan Output Value

Indicates the total value of the planned material quantity. The plan yield value is calculated as planned quantity multiplied by the unit cost.

% Variance

Displays the material variance in percent value. This is calculated as:

$$\text{Variance \%} = ((\text{Actual Output Value} - \text{Planned Output Value}) / \text{Planned Output Value}) * 100$$

Note: These columns may appear on a report or on a graph.

Production Output Variance: Job Details Worksheet

One of the business questions answered by this worksheet is:

- What are the production yield (output variance at the job level)? [This is not currently in the seeded list.]

This worksheet displays the production output variances for each of the jobs. The output variance is calculated as a dollar amount is the difference between the actual output value and the planned output value. It also displays the routing information used by the job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Column Dimensions

Job number

Represents the unique job number.

Routing

Represents the unique routing number used for the job.

Routing Version

Displays the version number of the routing.

Actual Input Value

Indicates the total value of the actual material quantity. The actual material value is calculated as the actual quantity multiplied by the unit cost.

Actual Output Value

Indicates the total value of the actual output quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Planned Input Value

Indicates the total value of the planned material quantity. The planned material value is calculated as the planned quantity multiplied by the unit cost.

Planned Output Value

Indicates the total value of the planned output quantity. The planned yield value is calculated as the planned quantity multiplied by the unit cost.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

% Variance

Displays the material variance in percent value. This is calculated as:

Variance % = ((Actual Output Value-Planned Output Value) / Planned Output Value) * 100

Note: These columns may appear on a report or on a graph.

Resource Efficiency Worksheet

Some of the business questions answered by this worksheet are:

- What is my resource efficiency by resource class, department, or organization?
What is the trend?
- What are the resources responsible for jobs and batches to be late?

This worksheet displays the efficiency of resources used in the job. The efficiency is calculated as the difference between the actual resource usage and the standard resource available.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level

Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name

Displays all levels of resource dimension.

Unit of Measure

Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Standard Resource Usage

Displays the standard resource used in the manufacturing operations. The standard usage is calculated as:

$$\text{Standard Resource Usage} = (\text{Planned Resource Usage} / \text{Planned Qty Produced}) * \text{Actual Qty Produced}$$

Actual Resource Usage

Displays the actual resource used in the manufacturing operations.

Resource Utilization

Displays the resources utilized in the manufacturing operations in percent. It is calculated as:

$$\text{Resource utilization \%} = (\text{Time used} / \text{Time Available}) * 100$$

Resource Efficiency %

Displays how efficiently resources are performing in percent. Resource efficiency is calculated as:

$$\text{Resource Efficiency \%} = \text{Standard Resource usage} / \text{Actual resource Usage}$$

Note: These columns may appear on a report or on a graph.

Flow Schedule Linearity Index by Item Worksheet

One of the business questions answered by this worksheet is:

- What is my production linearity?

This worksheet displays the linearity index, which tracks the absolute value of variance between planned quantity and actual quantity as deviation.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Plan Output Qty

Displays the quantity the plant had planned to produce.

Actual Output Qty

Displays the actual quantity the plant has produced.

Variance

Displays the material variance. This is calculated as the difference between the actual output quantity minus the planned output quantity.

Linearity %

The linearity index tracks the absolute value of variance between planned quantity and actual quantity as deviation. The linearity index is calculated as:

$$\text{linearity index} = \{1: [\text{total deviations} / \text{total planned rate}] \} * 100$$

Where, total planned rate equals planned output quantity.

Note: These columns may appear on a report or on a graph.

Work-In-Process Analysis Workbook

This workbook enables you analyze the jobs that being processed. It provides several worksheet that allow you to find out the percentage of jobs/batches that started on time, completed on time, started late, and completed late. It also displays the scrap value for items and the by-product value with respect to the master product. This workbook contains the following worksheets:

- Late Jobs Worksheet on page 4-223
- Late Job Details Worksheet on page 4-225
- Scrap Worksheet on page 4-227
- By-Product Worksheet on page 4-229

This workbook is for E-Business Intelligence warehouse systems only.

Late Jobs Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What percentage of jobs/batches started on time, completed on time, started late, and completed late?
- How many jobs were canceled and what was the size of the canceled jobs? What is the trend?

This worksheet displays the statistics of late completed jobs. The late completion is calculated as the difference between the actual completion date and expected completion date of the job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter

Filters all uncompleted jobs.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Total No of Jobs

Displays all the certified or completed jobs for the selected time dimension for the specified item.

% Started Late

Displays the number of jobs in percent that started late.

% Completed Late

Displays the number of jobs in percent that completed late.

Note: These columns may appear on a report or on a graph.

Late Job Details Worksheet

Some of the business questions answered by this worksheet are:

- What percentage of jobs/batches started on time, completed on time, started late, and completed late?

This worksheet displays the late job details. The late completion is calculated as the difference between the actual completion date and expected completion date of the job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Late Job filter

Filters all the uncompleted jobs.

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter

Filters all uncompleted jobs.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

Job number

Represents the unique job number.

Plan Start Date

Displays the date you plan the job to start.

Actual Start Date

Displays the actual start date of the job.

Plan Completion Date

Displays the date you plan the job to complete.

Actual Completion Date

Displays the actual completion date of the job.

Actual Output Qty

Displays the actual quantity the job has produced.

Plan Output Qty

Displays the quantity the job had planned to produce.

Total Days Late

Displays the total number of days the job was late.

Note: These columns may appear on a report or on a graph.

Scrap Worksheet

Some of the business questions answered by this worksheet are:

- What percentage of scrap was produced by product and organization? What is the trend?

This worksheet displays the scrap value and scrap value percent for items.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions**Item**

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions**GL Year (Time Dimension)**

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Output Value

Displays the actual output value of the produced item.

Scrap Value

Displays the actual value of the scrap for that item.

Scrap %

Displays the scrap value in percent for that item.

Note: These columns may appear on a report or on a graph.

By-Product Worksheet

Some of the business questions answered by this worksheet are:

- What percentage of by products is produced by product and by organization?
What is the trend?

This worksheet displays the by-product value and the percent of by-product value with respect to the main product produced.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units.
Select an organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Output Value

Displays the actual output value of the by product produced for that item.

By-Product Value

Displays the actual value of the by product. An item produced by a formula or batch in addition to the desired product.

By-Product %

Displays the by-product value in percent.

Note: These columns may appear on a report or on a graph.

Resource Analysis Workbook

This workbook allows you to analyze the resource efficiency. It provides several worksheets that allow you to analyze the resource efficiency of a job, resource utilization of available resources, and find out which resources are over or under utilized in a job. This workbook contains the following worksheets:

- Resource Utilization Worksheet on page 4-232
- Resource Efficiency Worksheet on page 4-234
- Over and Under Utilized Resources Worksheet on page 4-237

This workbook is for E-Business Intelligence warehouse systems only.

Resource Utilization Worksheet

Some of the business questions answered by this worksheet are:

- What is my capacity utilization by resource, department, or organization? What is the trend?

This worksheet displays the efficiency of resources utilized from the available resources for each day. It displays all the used, as well as unused, resource details.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level

Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name

Displays all levels of resource dimension.

Unit of Measure

Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Resource Available

Displays the total resource available.

Actual Resource Usage

Displays the actual amount resource utilized.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Resource Utilization

Displays the resource utilization to help determine if the resources were utilized optimally or not. The resource utilization is calculated as:

$$\text{Resource utilization} = (\text{Time used} / \text{Time Available}) * 100$$

Note: These columns may appear on a report or on a graph.

Resource Efficiency Worksheet

One of the business questions answered by this worksheet is:

- What is my resource efficiency by resource class, department, or organization?
What is the trend?

This worksheet displays the efficiency of resources used in the job. The efficiency is calculated as the difference between the actual resource usage and the standard resource available.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level

Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name

Displays all levels of resource dimension.

Unit of Measure

Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Actual Resource Usage

Displays the periods that have been selected in the Reporting Period parameter.

Standard Resource Usage

Displays the periods that have been selected in the Reporting Period parameter.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Resource Efficiency

Displays how efficiently resources are performing in percent. Resource efficiency is calculated as:

Resource Efficiency % = Standard Resource usage / Actual resource Usage

Note: These columns may appear on a report or on a graph.

Over and Under Utilized Resources Worksheet

One of the business questions answered by this worksheet is:

- What are my top over and under utilized resources?

This worksheet displays whether a resource was over or under utilized in a job.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level

Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name

Displays all levels of resource dimension.

Unit of Measure

Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Resource Usage

Displays the actual amount of resource used to perform the activity on the operation line.

Resource Available

Displays the total resource available for usage.

Utilization %

Displays the resource utilized in percent. Utilization % is calculated as:

$$\% \text{ of Utilization} = \text{Actual Resource Usage} / \text{Resource Available}$$

Actual Output Qty

Displays the actual quantity the plant has produced.

Planned Output Qty

Displays the quantity the plant had planned to produce.

Note: These columns may appear on a report or on a graph.

Continuous Improvement Analysis Workbook

This workbook enables you to analyze the job size variance and its trend. It provides worksheets using which you can perform lead time analysis and measure your resource utilization. This workbook contains the following worksheets:

- Job Size Variance Worksheet on page 4-241
- Job Size Variance: Trend Worksheet on page 4-243
- Resource Usage by Activity Worksheet on page 4-245
- Lead Time Analysis Worksheet on page 4-247
- Resource Utilization Worksheet on page 4-250

This workbook is for E-Business Intelligence warehouse systems only.

Job Size Variance Worksheet

One of the business questions answered by this worksheet is:

- Has the production lot size decreased? What is the trend?

This worksheet compares the average of actual job size with the standard job size defined for an item.

Parameter Page**Operating Unit**

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time Dimension)

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Standard Size Job

Displays the standard size of a job defined.

Actual Size Job

Displays the average actual size of a job.

% Job Size Variance

Displays the variance between the standard job size and the actual job size. It is calculated as:

$$\text{Variance \%} = ((\text{Actual Job Size} - \text{Standard Job Size}) / \text{Standard Job Size}) * 100$$

Note: These columns may appear on a report or on a graph.

Job Size Variance: Trend Worksheet

One of the business questions answered by this worksheet is:

- Has the production lot size decreased? What is the trend?

This worksheet compares the average trend of actual job size with the standard job size defined for an item.

Parameter Page**Operating Unit**

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line

Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time Dimension)

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

% Job Size Variance

Displays the variance between the standard job size and the actual job size. It is calculated as:

Variance % = ((Actual Job Size-Standard Job Size)/Standard Job Size) * 100

Note: These columns may appear on a report or on a graph.

Resource Usage by Activity Worksheet

Some of the business questions answered by this worksheet are:

- Are nonvalue added activities (setup, move, queue) being eliminated?
- What is the material efficiency of a plant for a given period?

This worksheet compares the actual resource usage with planned resource usage across jobs with respect to activities.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Resource

Displays the code that identifies the resource. Resources are the assets you use to produce a product such as production equipment and labor.

Unit of Measure

Displays the unit of measure by which you measure the output of this resource.

Row Dimensions

Activity Level

Displays the activity code which the resource performs.

Column Dimensions

GL Year (Time Dimension)

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Resource Usage

Displays the actual amount of resource used to perform the activity on the operation line.

Planned Resource Usage

Displays the planned amount of resource usage to be used to perform the activity on the operation line.

% Variance

Displays the material variance in percent value. This is calculated as:

$$\text{Variance \%} = ((\text{Actual Output Value} - \text{Planned Output Value}) / \text{Planned Output Value}) * 100$$

Note: These columns may appear on a report or on a graph.

Lead Time Analysis Worksheet

Some of the business questions answered by this worksheet are:

- Has the internal setup time decreased?
- Has the external (parallel work) setup time increased?
- How is my routing cycle time compared to the total manufacturing lead time?
- What is the trend of production cycle time?

This worksheet compares the scaled actual time taken with standard time defined for a product to be produced.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Row Dimensions

Item

Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in the item dimension.

Column Dimensions

GL Year (Time Dimension)

Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Lead Time (days)

Displays the actual time taken to complete a job.

Scaled Actual Lead Time (days)

Displays the time scaled up to the standard lead time. The scaled actual lead time is calculated as:

$$\text{Scaled Actual Lead Time} = (\text{Planned Output Qty} / \text{Actual Output Qty}) * \text{Actual Lead Time}$$

Planned Lead Time (days)

Displays the time planned to be taken to complete a job.

% Lead Time Variance (days)

Displays the variance in the lead time. Lead time percent is calculated as:

$$\text{Variance} = (\text{Scaled Actual Lead Time} - \text{Plan Job Time}) / \text{Plan Job Time}.$$

Note: These columns may appear on a report or on a graph.

Resource Utilization Worksheet

One of the business questions answered by this worksheet is:

- What is my capacity utilization by resource, department, or organization? What is the trend?

This worksheet displays the efficiency of resources utilized from the available resources for each day. It displays all the used, as well unused, resource details.

Parameter Page

Operating Unit

Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date

Represents the date from which the periods will be included.

Period To Date

Represents the date until which the periods will be included.

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Job Resource Time Filter

Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit

Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit

Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level

Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name

Displays all levels of resource dimension.

Unit of Measure

Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension)

Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in the time dimension.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Standard Resource Usage

Displays the periods that have been selected in the Reporting Period parameter.

Actual Resource Usage

Displays the periods that have been selected in the Reporting Period parameter.

Resource Efficiency

Displays how efficiently resources are performing in percent. Resource efficiency is calculated as:

$$\text{Resource Efficiency \%} = \text{Standard Resource usage} / \text{Actual resource Usage}$$

Note: These columns may appear on a report or on a graph.

Financials Intelligence Workbooks

Financials Intelligence includes the following workbooks:

- Revenue by Customer Analysis Workbook on this page
- Revenue by Geography Analysis Workbook on page 4-260
- Revenue by Sales Representative Analysis Workbook on page 4-267
- AP Invoices on Hold Analysis Workbook on page 4-274
- AP Invoice Payments Analysis Workbook on page 4-276
- AP Invoices Discount Analysis Workbook on page 4-278
- AP Leakage Analysis Workbook on page 4-280

Revenue by Customer Analysis Workbook

The Revenue by Customer Analysis workbook allows you to analyze AR revenue by trading partner, identifying who has contributed most to the revenue of your company. With the Discoverer tool, you are able to view information from the trading partner level down to the order detail level. This workbook contains the following worksheets:

- AR Revenue by Trading Partner Worksheet on page 4-254
- AR Revenue Detail by Trading Partner Worksheet on page 4-256
- AR Revenue by Set of Books Worksheet on page 4-258

This workbook is for E-Business Intelligence warehouse systems only.

AR Revenue by Trading Partner Worksheet

Some of the business questions answered by this worksheet are:

- Who was my best customer within any given year?
- Was this customer a volume based customer or high dollar sales customer?

The AR Revenue by Trading Partner worksheet will provide you with an analysis of customer revenue contribution to your overall revenue. With this worksheet, you can select reporting based on a given set of books and a myriad of other dimensions and attributes.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

When the Percent Amount (Functional Currency) SUM is greater than 10% the cell will be blue background with bold text.

Conditions

N/A

Page Items**GL Year: Name**

A concatenation of the calendar type and year.

General Ledger Book: Name

Identifies the set of books or organization.

Currency: Name

Country currency type

Column Items**Amount (Transaction Currency)**

The currency type used at the time the transaction was executed.

Amount (Functional Currency)

The reporting currency of any given set of books, organization, or company.

Percent Amount (Functional Currency)

The percent of a trading partner's contribution to the total revenue. This percentage can be derived using the Percentages tool or the Analysis Tool bar in Discoverer.

Row Items**Trading Partner: Name**

The name of the trading partner (customer) in which business was transacted.

Security

N/A

AR Revenue Detail by Trading Partner Worksheet

Some of the business questions answered by this worksheet are:

- How many invoices were written for a particular trading partner?
- Within each customer, which invoice(s) contributed most to the customer's overall revenue?

The AR Revenue Detail by Trading Partner Worksheet will provide you with an analysis of customer AR revenue contribution at the invoice level, you can select reporting based on a given set of books, currency, and a myriad of other dimensions.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items

GL Year: Name

A concatenation of the calendar type and year.

General Ledger Book-Name

Identifies the set of books or organization.

Currency-Name

Country currency type

Column Items**Amount (Transaction Currency)**

The currency type used at the time the transaction was executed.

Amount (Functional Currency)

The reporting currency of any given set of books, organization or company.

Percent of Total Revenue (Functional Currency)

The percent of a trading partner's contribution to the total revenue. This percentage can be derived using the Percentages tool or the Analysis Tool bar in Discoverer.

Row Items**Trading Partner: Name**

The name of the trading partner (customer) in which business was transacted.

Original Invoice Number

The original invoice number assigned to a receivables transaction.

Security

N/A

AR Revenue by Set of Books Worksheet

Some of the business questions answered by this worksheet are:

- Within my organization, which division has generated the most revenue?
- Who were the customers within the organization?
- Are there trading partners that cross organizations?

The AR Revenue by Set of Books Worksheet will provide you with an analysis of customer AR revenue across set of books as well as in detail if desired simply by adding the Original Invoice Number attribute.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items

GL Year: Name

A concatenation of the calendar type and year.

Currency-Name

Country currency type

Column Items**Amount (Functional Currency)**

The reporting currency of any given set of books, organization or company.

Row Items**General Ledger Book: Name**

Identifies the set of books or organization.

Trading Partner: Name

The name of the trading partner (customer) in which business was transacted.

Security

N/A

Revenue by Geography Analysis Workbook

The Revenue by Geography Analysis workbook allows you to analyze AR revenue geographically, identifying the greatest revenue generating areas. With the Discoverer tool, you are able to view information from the region level to various detail levels, such as country or province. This workbook contains the following worksheets:

- Yearly AR Revenue by Country Worksheet on page 4-261
- Quarterly AR Revenue by Country Partner Worksheet on page 4-263
- Country % Contribution to Total Annual Revenue Worksheet on page 4-265

This workbook is for E-Business Intelligence warehouse systems only.

Yearly AR Revenue by Country Worksheet

Some of the business questions answered by this worksheet are:

- What country generated the most revenue over a period of specified years?
- Within the region, which city generated the most revenue?

The Yearly AR Revenue by Country Worksheet helps you to analyze revenue information for your company by a desired Set of Books or Currency.

Parameter Page**General Ledger Set of Book**

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items**General Ledger Book-Name**

Identifies the set of books or organization.

Currency-Name

Country currency type

Column Items

Country: Name

The name of the country in which the AR transaction was billed.

Amount (Functional Currency)

The reporting currency of any given set of books, organization or company.

Row Items

GL Year: Name

A concatenation of the calendar type and year.

Security

N/A

Quarterly AR Revenue by Country Partner Worksheet

Some of the business questions answered by this worksheet are:

- What are the best quarters for each country? Why?
- Within each quarter, which month was the highest performer?

The Quarterly AR Revenue by Country Partner Worksheet provides you with an analysis of quarterly AR revenue and each region's contribution.

Parameter Page**General Ledger Set of Book**

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items**General Ledger Book-Name**

Identifies the set of books or organization.

Currency-Name

Country currency type

Column Items

Amount (Functional Currency)

The reporting currency of any given set of books, organization, or company.

Row Items

GL Year: Name

A concatenation of the calendar type and year.

GL Quarter: Name

A concatenation of the calendar type and quarter.

Country: Name

The name of the country.

Security

N/A

Country % Contribution to Total Annual Revenue Worksheet

Some of the business questions answered by this worksheet are:

- Which country made up most of the company's revenue?
- Within that country, which state/region was it's top producer?

The Country % Contribution to Total Annual Revenue Worksheet provides you with an analysis of revenue contribution by geography. By utilizing the many tools that Discoverer offers and the myriad of dimensions and attributes offered, you can view your information in a variety of ways. These ways include drilling from the country level to the city level, and including the Original Invoice Number to view the orders that comprise each area's total revenue.

Parameter Page**General Ledger Set of Book**

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items

GL Year: Name

A concatenation of the calendar type and year.

Currency-Name

Country currency type

Column Items

Amount (Functional Currency)

The reporting currency of any given set of books, organization or company.

Percent Amount (Functional Currency)

The percent of a country's contribution to the total revenue. This percentage can be derived using the Percentages tool or the Analysis Tool bar in Discoverer.

Row Items

Country: Name

The name of the country.

Security

N/A

Revenue by Sales Representative Analysis Workbook

The Revenue by Sales Representative Analysis workbook allows you to analyze AR revenue by sales representative. With the Discoverer tool, you are able to view a sales representative's contribution from the business group level to the order detail level. This workbook contains the following worksheets:

- Total AR Revenue by Sales Representative Worksheet on page 4-268
- Annual AR Revenue by Sales Representative Worksheet on page 4-270
- Sales Representative Percent Contribution to Annual AR Revenue Worksheet on page 4-272

This workbook is for E-Business Intelligence warehouse systems only.

Total AR Revenue by Sales Representative Worksheet

Some of the business questions answered by this worksheet are:

- Which sales representative generated the most revenue over the past years?
- Which year was this representatives best year?

This worksheet provides you with an analysis of the top sales representatives over the course of a desired time period for each division.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items

General Ledger Book: Name

Identifies the set of books or organization.

Currency: Name

Country currency type

Column Items**Amount (Transaction Currency)**

The currency type used at the time the transaction was executed.

GL Year: Name

A concatenation of the calendar type and year.

Row Items**Person: Full Name**

A concatenation of the last and first name, and sometimes a middle initial. This information is usually based on human resource information.

Security

N/A

Annual AR Revenue by Sales Representative Worksheet

Some of the business questions answered by this worksheet are:

- How did each sales representative perform within the selected business group?
- Which representative generated the most revenue outside of the United States?

The Annual AR Revenue by Sales Representative Worksheet provides you with annual AR revenue by sales representative and country for a desired year.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items

GL Year: Name

A concatenation of the calendar type and year.

General Ledger Book: Name

Identifies the set of books or organization.

Currency: Name

Country currency type

Column Items**Amount (Transaction Currency)**

The currency type used at the time the transaction was executed.

Row Items**Country: Name**

The name of the country.

Person: Full Name

A concatenation of the last and first name, and sometimes a middle initial. This information is usually based on human resource information.

Security

N/A

Sales Representative Percent Contribution to Annual AR Revenue Worksheet

Some of the business questions answered by this worksheet are:

- Which representative contributed the greatest percent to the organization's revenue within a given division?
- Who were the top five performers for a given year or division?

The Sales Representative Percent Contribution to Annual AR Revenue Worksheet provides you with an analysis of a sales representative's contribution in dollar and percentage total. The percentage total is valuable in determining which sales representative contributed the most revenue to the year.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items**GL Year: Name**

A concatenation of the calendar type and year.

General Ledger Book: Name

Identifies the set of books or organization.

Currency: Name

Country currency type

Column Items**Amount (Transaction Currency)**

The reporting currency of any given set of books, organization or company.

Percent Amount (Transaction Currency)

The sales representative's percentage contribution to the overall total. This percentage can be derived using the Percentages tool or the Analysis Tool bar in Discoverer.

Row Items**Person: Full Name**

A concatenation of the last and first name, and sometimes a middle initial. This information is usually based on human resource information.

Security

N/A

AP Invoices on Hold Analysis Workbook

The AP Invoices on Hold Analysis workbook allows you to analyze invoices on hold from payment. The Discoverer allows you to analyze information from the trading partner level to the specific account site. This workbook contains the following worksheet:

- Invoices On Hold by Organization Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Invoices On Hold by Organization Worksheet

The following business questions can be answered using this worksheet:

- Which organization has the highest number of invoices on hold?
- Within that organization, which trading partner has the most invoices on hold?

The Invoices on Hold by Organization Worksheet will provide you with an analysis of detailed information for invoices on hold by organization, year and currency. And with Discoverers drill down capability, you can further identify which month within the quarter had the most invoices on hold.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items**GL Year: Name**

A concatenation of calendar type and year.

General Ledger Book: Name

The name of a set of books.

Currency: Name

Country currency type

Column Items**GL Period: Name**

A concatenation of period name and year.

Invoice Hold Amount (Base Currency)

The total base currency amount of the invoice on hold.

Invoices on Hold: Count

The number of invoices on hold at the specified time.

Row Items**Internal Organization: Name**

The name of an organization within a parent company.

Trading Partner: Name

The name of the individual or company from whom you purchase goods or services.

Security

N/A

AP Invoice Payments Analysis Workbook

The AP Invoice Payments Analysis workbook allows you to analyze all invoices that have been paid. The Discoverer allows you to analyze information from the trading partner level to the detail invoice. This workbook contains the following worksheet:

- Paid Invoices By Organization Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Paid Invoices By Organization Worksheet

The following business questions can be answered using this worksheet:

- Which trading partner did I pay most for a given year?
- Which invoice contributed the most to the overall pay out for any given trading partner?

The Paid Invoices by Organization Worksheet will provide you with an analysis of detailed information for invoices paid by an organization by year and currency. With the addition of the many dimensions and measures, you can further analyze payments by on time payments as opposed to late payments or payments made with or without discounts.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items**GL Year: Name**

A concatenation of calendar type and year.

General Ledger Book: Name

The name of a set of books.

Internal Organization: Name

The name of an organization within a parent company.

Currency: Name

Country currency type

Column Items**Payment Amount (Transaction Currency)**

The amount paid in transaction currency to the trading partner.

Percent to Total Payment (Transaction Currency)

Calculated percentage of the trading partner's payment to the total payment. This percentage can be derived using the Percentages tool or the Analysis Tool bar in Discoverer.

Row Items**Trading Partner: Name**

The name of the individual or company from whom you purchase goods or services.

Security

N/A

AP Invoices Discount Analysis Workbook

The AP Invoices Discount Analysis Workbook allows you to analyze scheduled payments, as well as various aspects of discounts. The Discoverer tool allows you to analyze information from the trading partner level to the specific account site. This workbook contains the following worksheet:

- Discount Analysis by Set of Books Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Discount Analysis by Set of Books Worksheet

The following business questions can be answered using this worksheet:

- Which trading partner have we benefited most from discounts?
- Which trading partner had the highest pay out for a given year?

The Discount Analysis by Set of Books worksheet will provide you with an analysis of the payments made to and discounts taken benefited from trading partners. To further enhance your analysis, simply select one of the many other measures available, such as Discount Amount Lost or Discount Amount Taken.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

N/A

Page Items**GL Year: Name**

A concatenation of calendar type and year.

General Ledger Book: Name

The name of a set of books.

Currency: Name

Country currency type

Column Items**Payment Amount (Transaction Currency)**

The total amount paid to the trading partner in the currency type used at the time of the transaction.

Discount Amount Taken (Transaction Currency)

The total discount amount taken from the invoice in the currency type used at the time of the transaction.

Row Items**Trading Partner: Name**

The name of the individual or company from whom you purchase goods or services.

Security

N/A

AP Leakage Analysis Workbook

The AP Leakage Analysis Workbook allows you to analyze invoices in detail, allowing you to analyze various information from the invoice line type to the employee that entered the invoice. This workbook contains the following worksheet:

- Invoice Variance by Organization Worksheet on this page

This workbook is for E-Business Intelligence warehouse systems only.

Invoice Variance by Organization Worksheet

The following business questions can be answered using this worksheet:

- Which trading partners have the most invoice variances?
- What percentage do my trading partners contribute to the overall variance?
- How many invoices make up the total variance amount?

The Invoice Variance by Organization worksheet will provide you with an analysis of the total variance between total invoices and purchase orders by internal organization and set of books. To create additional variance analysis, simply select from one of the many available dimensions and measures.

Parameter Page

General Ledger Set of Book

The name of a General Ledger Set of Books.

Calendar Name

The calendar name. Examples include Accounting and Fiscal calendar names

From Year

The From Year that is greater than or equal to the calendar year that you select from the list of values.

To Year

The To Year that is less than or equal to the calendar year that you select from the list of values.

Exceptions

N/A

Conditions

Unmatched Line Amount (Base Currency) SUM != 0

The amount of invoice lines that are not matched to a purchase order in functional currency which are not equal to zero. This condition is enabled by default.

Page Items

GL Year: Name

A concatenation of calendar type and year.

General Ledger Book: Name

The name of a set of books.

Currency: Name

Country currency type

Column Items

Invoice Line Amount (Transaction Currency)

The invoice line amount in the transaction currency.

Purchase Order Amount (Transaction Currency)

The purchase order line amount in the transaction currency.

Variance Amount (Unmatched Line Amount (Transaction Currency))

The amount variance between the purchase order and invoice amount at the line detail level in the transaction currency.

Percent to Total Variance

The trading partner's contribution in percent to the total overall variance amount. This percentage can be derived using the Percentages tool or the Analysis Tool bar in Discoverer.

Row Items

Trading Partner: Name

The name of the individual or company from whom you purchase goods or services.

Security

N/A

Supply Chain Intelligence Workbooks

Supply Chain Intelligence includes the following workbooks:

- Bookings, Billings & Shipping Analysis Workbook on page 4-283
- Backlog Analysis Workbook on page 4-305
- On-Time Shipment Analysis Workbook on page 4-326
- Product Gross Margin Analysis Workbook on page 4-337
- Inventory Analysis Workbook on page 4-337

Bookings, Billings & Shipping Analysis Workbook

The Bookings, Billings, and Shipping Analysis Workbook provides several worksheets that will enable you to analyze the entire spectrum of your order management process from Bookings and Billings, Cancellations and Returns, Shipping, Fulfillment, and detailed quantity analysis. This workbook contains the following worksheets:

- Booking and Shipping Worksheet on page 4-284
- Cancellations and Returns Worksheet on page 4-288
- Book to Bill Ratio Worksheet on page 4-292
- Book to Ship Ratio Worksheet on page 4-295
- Quantity Analysis Worksheet on page 4-298

This workbook is for E-Business Intelligence warehouse systems only.

Booking and Shipping Worksheet

The following business questions can be answered using this worksheet:

- Which have been my most/least profitable products or sales channels during this period?
- Which products or sales channels have been experiencing the greatest growth in sales and margins?
- What is my Book to Fulfill Ratio?

This worksheet will help give you a detailed understanding of your Net Booked Revenue, Discounts, COGS, Margin, Margin %, Shipped Revenue, Fulfilled Revenue, and your Book to Fulfill Ratio. The default view is by period to allow a quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Invoiceable Flag = Y

Include rows only where the Invoiceable Flag is equal to 'Y'. This is not enabled for this worksheet.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

Net Bookings at List

This is the Net Bookings at List Price in global warehouse currency. It equals:

$$(\text{Order Qty} * \text{List Price}) - (\text{Returned Qty} * \text{List Price})$$

Discounts

This represents the discount given. It equals:

$$(\text{Net Bookings at List} - \text{Net Bookings})$$

Net Bookings

This is the Net Bookings at Selling Price in global warehouse currency. It equals:

$$(\text{Order Qty} * \text{Selling Price}) - (\text{Returned Qty} * \text{Selling Price})$$

Cost of Goods Sold (COGS)

This is the Cost of the items sold in global warehouse currency. It equals:

$$(\text{Order Qty} * \text{Standard Cost}) - (\text{Returned Qty} * \text{Standard Cost})$$

Gross Margin

This is the difference between the Net Bookings and the Cost of Goods Sold in global warehouse currency. It equals:

$$\text{Net Bookings} - \text{COGS}$$

Margin %

This is the % of Margin for each row in the worksheet (view by). It equals:

$$\text{Gross Margin} / \text{Net Bookings} * 100$$

Shipped Revenue

This is the value of what has been shipped in global warehouse currency. It equals:

$$(\text{Shipped Qty} * \text{Selling Price})$$

This data comes from the order lines/line details tables.

Fulfillment Revenue

This represents the value of what has been fulfilled in global warehouse currency. It equals:

$$\text{Fulfilled Qty} * \text{Selling Price}$$

This data comes from the order lines/line details tables and is populated usually when the order line has been fully shipped and invoiced.

Book to Fulfill Ratio

This is the ratio of what has been fulfilled vs. What has been booked. It equals:

$$\text{Fulfilled Revenue} / \text{Net Bookings} * 100$$

Note: These columns may appear on a report or on a graph.

Row Items**Year**

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Cancellations and Returns Worksheet

The following business question can be answered using this worksheet:

- How are the Cancellations and Returns affecting my Net Bookings?

The Cancellations and Returns Analysis Worksheet will help give you a detailed understanding of your Cancellations and Returns through Cancellation and Return Revenue as well as Cancellations and Return % of your Bookings. The default view is by period to allow a quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Invoiceable Flag = Y

Include rows only where the Invoiceable Flag is equal to 'Y'. This is not enabled for this worksheet.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Cancellation Reason

This is the Dimension for Lookups and is the specific level of Cancellation Reason. It represents the reason for the cancellation.

Return Reason

This is the Dimension for Lookups and is the specific level of Return Reason. It represents the reason for the return.

Column Items**Gross Bookings**

This is the Gross Bookings (the original Booking before cancellations) in global warehouse currency. It equals:

$$(\text{Order Qty} * \text{Selling Price}) + (\text{Canceled Qty} * \text{Selling Price})$$

Returned Revenue

This represents the revenue of the returned items in global warehouse currency. It equals:

$$\text{Returned Qty} * \text{Selling Price}$$

Returned %

This is the % of revenue returned. It equals:

$$(\text{Returned Qty} * \text{Selling Price}) / (\text{Order Qty} * \text{Selling Price}) * 100$$

Canceled Revenue

This represents the revenue of the canceled items in global warehouse currency. It equals:

$$\text{Canceled Qty} * \text{Selling Price}$$

Canceled %

This is the % of revenue canceled. It equals:

$$(\text{Canceled Qty} * \text{Selling Price}) / [(\text{Order Qty} * \text{Selling Price}) + (\text{Canceled Qty} * \text{Selling Price})] * 100$$

Note: These columns may appear on a report or on a graph.

Row Items**Year**

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Book to Bill Ratio Worksheet

The following business question can be answered using this worksheet:

- What is my Book to Bill Ratio?

The Book to Bill Ratio Analysis Worksheet will help give you a detailed understanding of your Net Booked Revenue, Invoiced Revenue (Billing), and Book to Bill Ratio. The default view is by period to allow a quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Invoiceable Flag = Y

Include rows only where the Invoiceable Flag is equal to 'Y'. This is not enabled for this worksheet.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

Bookings

This is the Bookings at Selling Price in global warehouse currency. It equals:

$$(\text{Order Qty} * \text{Selling Price})$$

Returns are not included in these calculations.

Billings

This is the Billing Revenue at Selling Price in global warehouse currency. It equals:

$$(\text{Invoiced Qty} * \text{Selling Price})$$

Returns are not included in these calculations.

Book to Bill Ratio

This is the ratio of what has been billed vs. what has been booked. It equals:

$$\text{Billings} / \text{Bookings} * 100$$

Returns are not included in these calculations.

Note: These columns may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Book to Ship Ratio Worksheet

The following business question can be answered using this worksheet:

- How do my Bookings compare to my Shipments?

The Book to Ship Ratio Analysis Worksheet will help give you a detailed understanding of your Booked Qty, Shipped Qty, and Book to Ship Ratio. The calculations in this worksheet include only shippable items. Since this worksheet is at the quantity level, the Unit of Measure Dimension is mandatory to allow aggregation by UoM. The default view is by period to allow a quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Invoiceable Flag = Y

Include rows only where the Invoiceable Flag is equal to 'Y'. This is not enabled for this worksheet.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill form GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Unit of Measure

This is the Dimension for Unit of Measure (UoM). This dimension is mandatory for this worksheet since the worksheet is at a quantity level.

Column Items

Booked Qty (Shippable)

This is the Booking Quantity for items that are shippable (shippable flag = 'Y'. It equals:

Order Qty

Shipped Qty

This is the Shipped Quantity. It equals:

Shipped Qty

Book to Ship Ratio

This is the ratio of what has been shipped vs. what has been booked (for shippable items only). It equals:

$\text{Shipped Qty} / \text{Bookings Qty} * 100$

(Returns are excluded from these calculations)

Note: These columns may appear on a report or on a graph.

Row Items

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Quantity Analysis Worksheet

The following business questions can be answered using this worksheet:

- How do my cancellation and return quantities compare to my order quantity?
- What was my fulfilled or shipped quantity?

The Quantity Analysis Worksheet will help give you a detailed understanding of all of your order related quantities. You will be able to analyze the Gross Order Qty, Net Booked Qty, Canceled Qty, Returned Qty, Invoiced Qty, Shipped Qty, and Fulfilled Qty. The default view is by unit of measure and item. Since this worksheet is at the quantity level, the UoM is mandatory.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Invoiceable Flag = Y

Include rows only where the Invoiceable Flag is equal to 'Y'. This is not enabled for this worksheet.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Cancellation Reason

This is the Dimension for Lookups and is the specific level of Cancellation Reason. It represents the reason for the cancellation.

Return Reason

This is the Dimension for Lookups and is the specific level of Return Reason. It represents the reason for the return.

Unit of Measure

This is the Dimension for Unit of Measure (UoM). This dimension is mandatory for this worksheet since the worksheet is at a quantity level.

Column Items**Gross Order Qty**

This is the original order qty. It equals:

Order Qty + Canceled Qty

Net Booked Qty

This is the Net Booked Qty. It equals:

Order Qty - Returned Qty

Canceled Qty

This is the Canceled Qty. It equals:

Canceled Qty

Returned Qty

This is the Returned Qty. It equals:

Returned Qty

Invoiced Qty

This is the Invoiced Qty. It equals:

Invoiced Qty

Shipped Qty

This is the Shipped Qty. It equals:

Shipped Qty

Fulfilled Qty

This is the Fulfilled Qty. It equals:

Fulfilled Qty

Note: These columns may appear on a report or on a graph.

Row Items

Unit of Measure

Indicates the functional grouping of Units of Measure. This is mandatory since this worksheet is at the quantity level.

Item

Indicates the functional grouping of Item.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Bookings, Billings, and Shipping Analysis Workbook Additional Information

The following additional information is provided for the Bookings, Billings, and Shipping Analysis Workbook in Table 4–5.

Table 4–4 Backlog Analysis Workbook

Folder	Item	Booking and Shipping Worksheet	Cancellations and Returns Worksheet	Book to Bill Ratio Worksheet	Book to Ship Ratio Worksheet	Quantity Analysis Worksheet	All generic worksheets
Bookings	Any	•	•	•	•	•	•
Campaign Dim: Campaign Actual	Any	•	•	•	•	•	•
Campaign Dim: Campaign Attributed	Any	•	•	•	•	•	•
Campaign Status Dim: Campaign Status Actual	Any	•	•	•	•	•	•
Campaign Status Dim: Campaign Status Attributed	Any	•	•	•	•	•	•
Currency Dim	Any	•	•	•	•	•	•
Demand Class Dim	Any	•	•	•	•	•	•
Event Dim: Event Actual	Any	•	•	•	•	•	•
Event Dim: Event Attributed	Any	•	•	•	•	•	•
Event Dim: Event Registration	Any	•	•	•	•	•	•
Geography Dim: Bill to Location Detailed Address	Any	•	•	•	•	•	•
Geography Dim: Ship to Location Detailed Address	Any	•	•	•	•	•	•
Instance Dim	Any	•	•	•	•	•	•
Internal Organization Dim: Inventory Org	Any	•	•	•	•	•	•
Internal Organization Dim: Operating Unit	Any	•	•	•	•	•	•
Item Dim: Organization Item	Any	•	•	•	•	•	•
Item Dim: Organization Item (Top Model)	Any	•	•	•	•	•	•

Table 4–4 Backlog Analysis Workbook

Folder	Item	Booking and Shipping Worksheet	Cancellations and Returns Worksheet	Book to Bill Ratio Worksheet	Book to Ship Ratio Worksheet	Quantity Analysis Worksheet	All generic worksheets
Lookup Dim: Agreement Type	Any	•	•	•	•	•	•
Lookup Dim: Cancel Reason	Any	•	•	•	•	•	•
Lookup Dim: Return Reason	Any	•	•	•	•	•	•
Lookup Dim: Order Category	Any	•	•	•	•	•	•
Lookup Dim: Order Source	Any	•	•	•	•	•	•
Lookup Dim: Order Type	Any	•	•	•	•	•	•
Market Segment Dim: Market Segment	Any	•	•	•	•	•	•
Media Channel Dim: Media Channel Actual	Any	•	•	•	•	•	•
Media Channel Dim: Media Channel Attributed	Any	•	•	•	•	•	•
Offer Dim: Offer Header Level	Any	•	•	•	•	•	•
Offer Dim: Offer Line Level	Any	•	•	•	•	•	•
Person Dim: Sales Person	Any	•	•	•	•	•	•
Project Dim: Project Task	Any	•	•	•	•	•	•
Sales Channel Dim: Sales Channel	Any	•	•	•	•	•	•
GL Set of Books Dimension	Any	•	•	•	•	•	•
Source List Dim: Source List	Any	•	•	•	•	•	•
Target Segment Dim: Target Segment Actual	Any	•	•	•	•	•	•
Target Segment Dim: Target Segment Attributed	Any	•	•	•	•	•	•

Table 4–4 Backlog Analysis Workbook

Folder	Item	Booking and Shipping Worksheet	Cancellations and Returns Worksheet	Book to Bill Ratio Worksheet	Book to Ship Ratio Worksheet	Quantity Analysis Worksheet	All generic worksheets
Time Dim: Date Booked	Any	•	•	•	•	•	•
Time Dim: Date Promised	Any	•	•	•	•	•	•
Time Dim: Date Requested	Any	•	•	•	•	•	•
Time Dim: Date Scheduled	Any	•	•	•	•	•	•
Trading Partner Dim: Bill to Site Descriptive Info	Any	•	•	•	•	•	•
Trading Partner Dim: Customer	Any	•	•	•	•	•	•
Trading Partner Dim: Ship to Site Descriptive Info	Any	•	•	•	•	•	•
Unit of Measure Dim: Base unit of Measure	Any	•	•	•	•	•	•

Backlog Analysis Workbook

The Backlog Analysis Workbook provides several worksheets that will enable you to analyze the entire spectrum of your order backlog. You will be able to analyze the Billing Backlog, Shipping Backlog, Delinquent Backlog and Unbilled Shipment Backlog for each snapshot over many related dimensions. Each backlog snapshot represents a specific point in time and is not additive with other snapshots; therefore, the snapshot date is a mandatory dimension in each worksheet. All returns are excluded from these calculations. This workbook contains the following worksheets:

- Billing Backlog Worksheet on page 4-306
- Shipping Backlog Worksheet on page 4-309
- Delinquent Backlog Worksheet on page 4-312
- Unbilled Shipment Backlog Worksheet on page 4-315
- Backlog Comparison Worksheet on page 4-318
- Backlog Quantities Analysis Worksheet on page 4-321

This workbook is for E-Business Intelligence warehouse systems only.

Billing Backlog Worksheet

The following business questions can be answered using this worksheet:

- Where is my Billing Backlog coming from?
- Which industries are creating a backlog for billing?

The Billing Backlog Worksheet will help give you a detailed understanding of your orders that are booked, but not yet billed (invoiced). The Billing Backlog worksheet provides the following information: Billing Backlog Revenue, Billing Backlog COGS, Billing Backlog Gross Margin, and Billing Backlog Margin %. The default view is by snapshot date to allow quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Selection

Enables you to analyze data from a specific snapshot date (From Day - To Day). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill form GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items**Billing Backlog Revenue**

This is the Billing Backlog Revenue in global warehouse currency and represents the revenue that is booked, but not yet billed. It equals:

$$(\text{Order Qty} * \text{Selling Price}) - (\text{Invoiced Qty} * \text{Selling Price})$$

Billing Backlog Cost of Goods Sold (COGS)

This is the Billing Backlog Cost of the items in global warehouse currency and represents the cost of goods that are booked, but not yet billed. It equals:

$$(\text{Order Qty} * \text{Standard Cost}) - (\text{Invoiced Qty} * \text{Standard Cost})$$

Billing Backlog Gross Margin

This is the difference between the Backlog Revenue and the Backlog Cost of Goods Sold in global warehouse currency. It equals:

$$\text{Backlog Revenue} - \text{COGS}$$

Billing Backlog Margin %

This is the % of Margin for each row in the worksheet (view by). It equals:

$$\text{Gross Margin/Backlog Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Row Items

Snapshot Date

Indicates the day the snapshot was taken. It is at the day level.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Shipping Backlog Worksheet

The following business questions can be answered using this worksheet:

- Where is my Shipping Backlog coming from?
- Which industries are creating a backlog for shipping?

The Shipping Backlog Worksheet will help give you a detailed understanding of your orders that are booked, but not yet shipped. The Shipping Backlog worksheet provides the following information: Shipping Backlog Revenue, Shipping Backlog COGS, Shipping Backlog Gross Margin, and Shipping Backlog Margin %. The default view is by snapshot date to allow quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Selection

Enables you to analyze data from a specific snapshot date (From Day - To Day). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items**Shipping Backlog Revenue**

This is the Shipping Backlog Revenue in global warehouse currency and represents the revenue that is booked, but not yet shipped. It equals:

$$(\text{Order Qty} * \text{Selling Price}) - (\text{Shipped Qty} * \text{Selling Price})$$

Shipping Backlog Cost of Goods Sold (COGS)

This is the Shipping Backlog Cost of the items in global warehouse currency and represents the cost of goods that are booked, but not yet shipped. It equals:

$$(\text{Order Qty} * \text{Standard Cost}) - (\text{Shipped Qty} * \text{Standard Cost})$$

Shipping Backlog Gross Margin

This is the difference between the Backlog Revenue and the Backlog Cost of Goods Sold in global warehouse currency. It equals:

$$\text{Backlog Revenue} - \text{COGS}$$

Shipping Backlog Margin %

This is the % of Margin for each row in the worksheet (view by). It equals:

$$\text{Gross Margin} / \text{Backlog Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Row Items

Snapshot Date

Indicates the day the snapshot was taken. It is at the day level.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Delinquent Backlog Worksheet

The following business question can be answered using this worksheet:

- Where is my Delinquent Backlog coming from?"

The Delinquent Backlog Analysis Worksheet will help give you a detailed understanding of your orders that are booked, but not yet shipped AND are past your Scheduled Ship Date. This equates to your Shipping Backlog that is late. The Delinquent Backlog worksheet provides the following information: Delinquent Backlog Revenue, Delinquent Backlog COGS, Delinquent Backlog Gross Margin, and Delinquent Backlog Margin %. The default view is by snapshot date to allow quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Selection

Enables you to analyze data from a specific snapshot date (From Day - To Day). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items**Delinquent Backlog Revenue**

This is the Delinquent Backlog Revenue in global warehouse currency and represents the revenue that is booked, but not yet shipped and the scheduled ship date is past due (late). It equates to the Shipping Backlog that is past due. It equals:

$(\text{Order Qty} * \text{Selling Price}) - (\text{Shipped Qty} * \text{Selling Price})$ and where the scheduled ship date \geq snapshot date

Delinquent Backlog Cost of Goods Sold (COGS)

This is the Delinquent Backlog Cost of the items in global warehouse currency and represents the cost of goods that are booked, but not yet shipped and the scheduled ship date is past due (late). It equates to the Shipping Backlog COGS that is past due. It equals:

$(\text{Order Qty} * \text{Standard Cost}) - (\text{Shipped Qty} * \text{Standard Cost})$ and where the scheduled ship date \geq snapshot date

Delinquent Backlog Gross Margin

This is the difference between the Backlog Revenue and the Backlog Cost of Goods Sold in global warehouse currency. It equals:

Backlog Revenue - COGS

Delinquent Backlog Margin %

This is the % of Margin for each row in the worksheet (view by). It equals:

$\text{Gross Margin} / \text{Backlog Revenue} * 100$

Note: These columns may appear on a report or on a graph.

Row Items

Snapshot Date

Indicates the day the snapshot was taken. It is at the day level.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Unbilled Shipment Backlog Worksheet

The following business questions can be answered using this worksheet:

- Where is my Unbilled Shipment Backlog coming from?
- Which customers am I shipping to, but not billing?

The Unbilled Shipment Backlog Analysis Worksheet allows you to assess the dollar amount of the executed shipments not yet billed and to evaluate the degree of integration between your shipping and billing processes. Backlog levels are captured as snapshots across time. As such, they are not additive over a date range.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Selection

Enables you to analyze data from a specific snapshot date (From Day - To Day). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items**Unbilled Shipment Backlog Revenue**

This is the Unbilled Shipment Backlog Revenue in global warehouse currency and represents the revenue that is shipped, but not yet billed. It equals:

$$(\text{Shipped Qty} * \text{Selling Price}) - (\text{Invoiced Qty} * \text{Selling Price})$$

Unbilled Shipment Backlog Cost of Goods Sold (COGS)

This is the Unbilled Shipment Backlog Cost of the items in global warehouse currency and represents the cost of goods that are shipped, but not yet billed. It equals:

$$(\text{Shipped Qty} * \text{Standard Cost}) - (\text{Invoiced Qty} * \text{Standard Cost})$$

Unbilled Shipment Backlog Gross Margin

This is the difference between the Backlog Revenue and the Backlog Cost of Goods Sold in global warehouse currency. It equals:

$$\text{Backlog Revenue} - \text{COGS}$$

Unbilled Shipment Backlog Margin %

This is the % of Margin for each row in the worksheet (view by). It equals:

$$\text{Gross Margin/Backlog Revenue} * 100$$

Note: These columns may appear on a report or on a graph.

Row Items**Snapshot Date**

Indicates the day the snapshot was taken. It is at the day level.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Backlog Comparison Worksheet

The following business question can be answered using this worksheet:

- How do my different backlog compare to each other?

The Backlog Comparison Analysis Worksheet will help easily compare the four different backlog revenues side by side. It allows the analysis of the Billing Backlog Revenue, Shipping Backlog Revenue, Delinquent Backlog Revenue, and the Unbilled Shipment Backlog Revenue. The default view is by snapshot date to allow quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Selection

Enables the user to analyze data from a specific snapshot date (From Day - To Day). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill form GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items**Billing Backlog Revenue**

This is the Billing Backlog Revenue in global warehouse currency and represents the revenue that is booked, but not yet billed. It equals:

$$(\text{Order Qty} * \text{Selling Price}) - (\text{Invoiced Qty} * \text{Selling Price})$$

Shipping Backlog Revenue

This is the Shipping Backlog Revenue in global warehouse currency and represents the revenue that is booked, but not yet shipped. It equals:

$$(\text{Order Qty} * \text{Selling Price}) - (\text{Shipped Qty} * \text{Selling Price})$$

Delinquent Backlog Revenue

This is the Delinquent Backlog Revenue in global warehouse currency and represents the revenue that is booked, but not yet shipped and where the scheduled ship date is past due (late). It equals:

$$(\text{Order Qty} * \text{Selling Price}) - (\text{Shipped Qty} * \text{Selling Price}) \text{ and where the scheduled ship date } > = \text{snapshot date}$$

Unbilled Shipment Backlog Revenue

This is the Unbilled Shipment Backlog Revenue in global warehouse currency and represents the revenue that is shipped, but not yet billed. It equals:

$$(\text{Shipped Qty} * \text{Selling Price}) - (\text{Invoiced Qty} * \text{Selling Price})$$

Note: These columns may appear on a report or on a graph.

Row Items

Snapshot Date

Indicates the day the snapshot was taken. It is at the day level.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Backlog Quantities Analysis Worksheet

The following business questions can be answered using this worksheet:

- What is my quantity of backlog?

The Backlog Quantity Analysis Worksheet will help compare the four different backlog quantities side by side. It allows the analysis of the Billing Backlog Quantity, Shipping Backlog Quantity, Delinquent Backlog Quantity, and the Unbilled Shipment Backlog Quantity. Since the measures on this worksheet are quantities, the Unit of Measure (UoM) dimension is mandatory to allow proper aggregation for each snapshot date. The default view is by snapshot date then Unit of Measure to allow quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Selection

Enables the user to analyze data from a specific snapshot date (From Day - To Day). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill form GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items**Billing Backlog Quantity**

This is the Billing Backlog Quantity and represents the quantity that is booked, but not yet billed. It equals:

Order Qty - Invoiced Qty

Shipping Backlog Revenue

This is the Shipping Backlog Quantity and represents the quantity that is booked, but not yet shipped. It equals:

Order Qty - Shipped Qty

Delinquent Backlog Quantity

This is the Delinquent Backlog Quantity and represents the Quantity that is booked, but not yet shipped and where the scheduled ship date is past due (late). It equals:

$$\text{Order Qty} - \text{Shipped Qty and where the scheduled ship date} \geq \text{snapshot date}$$

Unbilled Shipment Backlog Quantity

This is the Unbilled Shipment Backlog Quantity and represents the revenue that is shipped, but not yet billed. It equals:

$$\text{Shipped Qty} - \text{Invoiced Qty}$$

Note: These columns may appear on a report or on a graph.

Row Items

Snapshot Date

Indicates the day the snapshot was taken. It is at the day level.

Unit of Measure

Indicates the functional grouping of the units of measures. This is a mandatory dimension since quantities are being aggregated in this worksheet.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Backlog Analysis Workbook Additional Information

The following additional information is provided for the Backlog Analysis Workbook in Table 4–5.

Table 4–5 Backlog Analysis Workbook

Folder	Item	Billing Backlog Worksheet	Shipping Backlog Worksheet	Delinquent Backlog Worksheet	Unbilled Shipment Backlog Worksheet	Backlog Comparison Worksheet	Backlog Quantities Worksheet	Backlog Quantities Worksheet
Backlog Snapshot	Any	•	•	•	•	•	•	•
Currency Dim	Any	•	•	•	•	•	•	•
Demand Class Dim	Any	•	•	•	•	•	•	•
Geography Dim: Bill to Location Detailed Address	Any	•	•	•	•	•	•	•
Geography Dim: Ship to Location Detailed Address	Any	•	•	•	•	•	•	•
Instance Dim	Any	•	•	•	•	•	•	•
Internal Organization Dim: Inventory Org	Any	•	•	•	•	•	•	•
Internal Organization Dim: Operating Unit	Any	•	•	•	•	•	•	•
Item Dim: Organization Item	Any	•	•	•	•	•	•	•
Item Dim: Organization Item (Top Model)	Any	•	•	•	•	•	•	•
Lookup Dim: Order Category	Any	•	•	•	•	•	•	•

Table 4–5 Backlog Analysis Workbook

Folder	Item	Billing Backlog Worksheet	Shipping Backlog Worksheet	Delinquent Backlog Worksheet	Unbilled Shipment Backlog Worksheet	Backlog Comparison Worksheet	Backlog Quantities Worksheet	Backlog Quantities Worksheet
Lookup Dim: Order Source	Any	•	•	•	•	•	•	•
Lookup Dim: Order Type	Any	•	•	•	•	•	•	•
Person Dim: Sales Person	Any	•	•	•	•	•	•	•
Project Dim: Project Task	Any	•	•	•	•	•	•	•
Sales Channel Dim: Sales Channel	Any	•	•	•	•	•	•	•
GL Set of Books Dimension	Any	•	•	•	•	•	•	•
Time Dim: Date of Snapshot	Any	•	•	•	•	•	•	•
Trading Partner Dim: Bill to Site Descriptive Info	Any	•	•	•	•	•	•	•
Trading Partner Dim: Customer	Any	•	•	•	•	•	•	•
Trading Partner Dim: Ship to Site Descriptive Info	Any	•	•	•	•	•	•	•
Unit of Measure Dim: Base unit of Measure	Any	•	•	•	•	•	•	•

On-Time Shipment Analysis Workbook

The On-Time Shipment Analysis Workbook provides worksheets that will enable you to analyze the on-time performance of your shipping processes. The workbook allows you to analyze the number and percent of delivery lines shipped early, late, and on-time through two worksheets: Ship to Request and Ship to Schedule. This workbook contains the following worksheets:

- Ship to Request Lines Worksheet on page 4-327
- Ship to Schedule Lines Worksheet on page 4-331

This workbook is for E-Business Intelligence warehouse systems only.

Ship to Request Lines Worksheet

The following business questions can be answered using this worksheet:

- How often are we meeting customer's expected ship dates?
- Which customers have the worst fulfillment rates?

The Ship to Request Lines Worksheet will help give you a detailed understanding of the number and percentage of delivery lines that were shipped early, late, and on-time to the customers requested ship date. The default view is by period to allow a quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This creates the parameter pop up page when you first run the worksheet.

Exclude NULL Delivery ID

This excludes any shipment rows in the COGS fact where the Delivery ID is null.

Request/Ship Date

"Shipped Date" is not NULL OR "Requested Date" < SYSDATE. This condition will count the row if the ship date is null, but the requested date is before the sysdate (in other words late).

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

Lines Shipped Early

This is the count of the delivery lines that shipped early. It represents the number of delivery lines where the actual ship date is before the customer requested date. It equals:

of distinct Delivery Lines where Ship Date < Requested Date

% Lines Shipped Early

Of all the delivery lines shipped, it equals the % of delivery lines that shipped early. It represents the % of delivery lines where the actual ship date is before the customer requested date. It equals:

$$\frac{(\text{\# of distinct Delivery Lines where Ship Date} < \text{Requested Date})}{(\text{Total \# of Delivery Lines Shipped})} \times 100$$

Lines Shipped Late

This is the count of the delivery lines that shipped late. It represents the number of delivery lines where the actual ship date is after the customer requested date. It equals:

of distinct Delivery Lines where Ship Date > Requested Date

% Lines Shipped Late

Of all the delivery lines shipped, it equals the % of delivery lines that shipped late. It represents the % of delivery lines where the actual ship date is after the customer requested date. It equals:

$$\frac{(\text{\# of distinct Delivery Lines where Ship Date} > \text{Requested Date})}{(\text{Total \# of Delivery Lines Shipped})} \times 100$$

Lines Shipped On Time

This is the count of the delivery lines that shipped on time (same day). It represents the number of delivery lines where the actual ship date is the same day as the customer requested date. It equals:

of distinct Delivery Lines where Ship Date = Requested Date

% Line Shipped On Time

Of all the delivery lines shipped, it equals the % of delivery lines that shipped on time. It represents the % of delivery lines where the actual ship date is the same day as the customer requested date. It equals:

$$(\text{\# of distinct Delivery Lines where Ship Date = Requested Date}) / (\text{Total \# of Delivery Lines Shipped}) \times 100$$

Note: These columns may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the Shipped Date.

Month

Indicates the functional grouping of Time at the period level based off of the Shipped Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Ship to Schedule Lines Worksheet

The following business question can be answered using this worksheet:

- How often are we shipping to our own schedule?

The Ship to Schedule Lines Worksheet will help give you a detailed understanding of the number and percentage of delivery lines that were shipped early, late, and on-time to your internal scheduled ship date. The default view is by period to allow a quick analysis of trending over time.

Parameter Page

From Date

The From Date parameter will include all snapshot dates greater than this date.

To Date

The To Date parameter will include all snapshot dates less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This creates the parameter pop up page when you first run the worksheet.

Exclude NULL Delivery ID

This excludes any shipment rows in the COGS fact where the Delivery ID is null.

Schedule/Ship Date

“Shipped Date” is not NULL OR “Scheduled Date” < SYSDATE. This condition will count the row if the ship date is null, but the scheduled date is before the sysdate (in other words late).

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill form GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

Lines Shipped Early

This is the count of the delivery lines that shipped early. It represents the number of delivery lines where the actual ship date is before the scheduled date. It equals:

of distinct Delivery Lines where Ship Date < Scheduled Date

% Lines Shipped Early

Of all the delivery lines shipped, it equals the % of delivery lines that shipped early. It represents the % of delivery lines where the actual ship date is before the scheduled date. It equals:

$$\frac{(\text{\# of distinct Delivery Lines where Ship Date} < \text{Scheduled Date})}{(\text{Total \# of Delivery Lines Shipped})} \times 100$$

Lines Shipped Late

This is the count of the delivery lines that shipped late. It represents the number of delivery lines where the actual ship date is after the scheduled date. It equals:

of distinct Delivery Lines where Ship Date > Scheduled Date

% Lines Shipped Late

Of all the delivery lines shipped, it equals the % of delivery lines that shipped late. It represents the % of delivery lines where the actual ship date is after the scheduled date. It equals:

$$\frac{(\text{\# of distinct Delivery Lines where Ship Date} > \text{Scheduled Date})}{(\text{Total \# of Delivery Lines Shipped})} \times 100$$

Lines Shipped On Time

This is the count of the delivery lines that shipped on time (same day). It represents the number of delivery lines where the actual ship date is the same day as the scheduled date. It equals:

of distinct Delivery Lines where Ship Date = Scheduled Date

% Line Shipped On Time

Of all the delivery lines shipped, it equals the % of delivery lines that shipped on time. It represents the % of delivery lines where the actual ship date is the same day as the scheduled date. It equals:

$$(\text{\# of distinct Delivery Lines where Ship Date = Scheduled Date}) / (\text{Total \# of Delivery Lines Shipped}) \times 100$$

Note: These columns may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the Shipped Date.

Month

Indicates the functional grouping of Time at the period level based off of the Shipped Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

On-Time Shipment Analysis Workbook Additional Information

The following additional information is provided for the On-Time Shipment Analysis Workbook in Table 4–6.

Table 4–6 Backlog Analysis Workbook

Folder	Item	Ship to Request Lines Worksheet	Ship to Schedule Lines Worksheet	All generic worksheets
COGS Shipments	Any	•	•	•
Campaign Dim: Campaign Actual	Any	•	•	•
Campaign Dim: Campaign Attributed	Any	•	•	•
Campaign Status Dim: Campaign Status Actual	Any	•	•	•
Campaign Status Dim: Campaign Status Attributed	Any	•	•	•
Currency Dim: Functional Currency	Any	•	•	•
Currency Dim: Transaction Currency	Any	•	•	•
Geography Dim: Bill to Location	Any	•	•	•
Geography Dim: Ship to Location	Any	•	•	•
Instance Dim	Any	•	•	•
Internal Organization Dim: Inventory Org	Any	•	•	•
Internal Organization Dim: Operating Unit	Any	•	•	•
Inventory Locator Dim: Locator	Any	•	•	•
Inventory Locator Dim: Ship From Warehouse	Any	•	•	•
Item Dim: Organization Item	Any	•	•	•
Item Dim: Organization Item (Top Model)	Any	•	•	•
Lookup Dim: Order Category	Any	•	•	•
Lookup Dim: Order Source	Any	•	•	•
Lookup Dim: Order Type	Any	•	•	•
Market Segment Dim: Market Segment	Any	•	•	•
Media Channel Dim: Media Channel Actual	Any	•	•	•
Media Channel Dim: Media Channel Attributed	Any	•	•	•
Offer Dim: Offer Header Level	Any	•	•	•

Table 4–6 Backlog Analysis Workbook

Folder	Item	Ship to Request Lines Worksheet	Ship to Schedule Lines Worksheet	All generic worksheets
Offer Dim: Offer Line Level	Any	•	•	•
Person Dim: Primary Sales Rep	Any	•	•	•
Project Dim: Project	Any	•	•	•
Project Dim: Task	Any	•	•	•
Sales Channel Dim: Sales Channel	Any	•	•	•
GL Set of Books Dimension	Any	•	•	•
Target Segment Dim: Target Segment Actual	Any	•	•	•
Target Segment Dim: Target Segment Attributed	Any	•	•	•
Tim Dim: COGS Calendar Day	Any	•	•	•
Time Dim: Date Booked	Any	•	•	•
Time Dim: Date Promised	Any	•	•	•
Time Dim: Date Requested	Any	•	•	•
Time Dim: Date Scheduled	Any	•	•	•
Tim Dim: Date Shipped	Any	•	•	•
Tim Dim: Month Booked	Any	•	•	•
Trading Partner Dim: Bill to Site	Any	•	•	•
Trading Partner Dim: Customer	Any	•	•	•
Trading Partner Dim: Ship to Site	Any	•	•	•
Unit of Measure Dim: Base unit of Measure	Any	•	•	•

Product Gross Margin Analysis Workbook

The Product Gross Margin Analysis Workbook is shared with Manufacturing Intelligence. A complete description can be found under the Workbook descriptions for Manufacturing Intelligence at:

- Margin Analysis Workbook on page 4-163

Inventory Analysis Workbook

The Inventory Analysis Workbook is shared with Manufacturing Intelligence. A complete description can be found under the Workbook descriptions for Manufacturing Intelligence at:

- Inventory Analysis Workbook on page 4-136

Order Fulfillment Analysis Workbook

The Order Fulfillment Analysis Workbook is designed to give you detailed analysis of the Order Shipment and Fulfillment. It covers the # of Orders, # of Lines, # of Items, and Value of items for both completely Fulfilled and all Shipped orders. It also covers the Order Entry Cycle Time, Book to Ship Cycle Time, Book to Fulfill Cycle Time, and Order to Fulfill Cycle Time for both completely fulfilled and all shipped orders. This workbook is targeted to the Operations Managers and Business Analysts in charge of controlling the Order Management and Order Shipping processes' performance. This workbook contains the following worksheets:

- Shipped Orders Worksheet on page 4-339
- Fulfilled Orders Worksheet on page 4-343
- SubQuery: Do Not Remove Worksheet (2 of these worksheets) on page 4-347

Shipped Orders Worksheet

The following business questions can be answered using this worksheet:

- Is the Book to Ship Cycle Time increasing or decreasing?
- Is the Order Entry Cycle Time increasing or decreasing?
- Is the Shipping Value increasing or decreasing?
- Is the Shipping Volume increasing or decreasing?

The Shipped Orders Analysis Worksheet enables you to understand the shipping volume and cycle time for the overall order to ship process. It contains all orders where at least something has shipped from that order. This worksheet is based on the Book Date. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, Currency, Person, Project, Order Source, Sales Channel, and Order Type.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Date Latest Ship is not null

This filters out lines where the ship date is null.

No Returns

Exclude rows where the order category not in "RMA" or "RETURN"

Book Date Between

Enables the user to analyze data from a specific period (From - To). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Header ID in Subquery 1

(Total Net Order Value: Let's the user specify a range of order value). The subquery sheet pulls in all orders where the Order Value is in a specified range.

Page Items**Internal Organization**

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

of Orders Shipped

This is the number of orders that were Booked and have at least one order line that has a ship date. Filter out any orders that are not booked. (Booked Flag on Header is null or N). Count any Order as long as something from that order has shipped. (Ship Date is not null)

of Lines Shipped

This is the number of order lines shipped -- summed up where there is a ship date for that order line. Don't count all order lines from an order, only the order lines that have a ship date.

of Items Shipped

This is the number of items shipped -- summed up. Simply sum up the shipped quantity for each line of an order where there is a ship date.

Ship Value

This is the summed up Ship Value. Multiply the Shipped Quantity X the Selling Price and sum up. If there is a ship qty, then you will get a value when you multiply through. If there is no ship qty, then you will not get a value when you multiply through. This is not based on the Shippable Flag.

Order Entry Cycle Time

This is the Book Date - Order Date. It measures the time it takes from the receipt of the order to when it was booked. Only lines that have a Ship Date will be included here. There will only be one Order Entry cycle time for each order since both dates come from the order header. These will be Averaged.

Book to Ship Cycle Time

This is the Latest Ship Date - Book Date. It measures the book to ship cycle time. Only items that have a Ship Date will be included here. The data is coming from the Bookings fact. These will be averaged.

Book to Fulfill Cycle Time

This is the Fulfillment Date - Book Date. It measures the time it takes from booking the order to when the order line is completely fulfilled. Only items that have Ship Date will be included here. For items that are not yet fulfilled, the fulfilled date will obviously be null. These will be Averaged.

Order to Fulfill Cycle Time

This is the Fulfillment Date - Order Date. It measures the time it takes from order receipt to when the order line is completely fulfilled. Only items that have a Ship Date will be included here. For items that are not yet fulfilled, the fulfilled date will obviously be null. These will be Averaged.

Note: These columns may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Fulfilled Orders Worksheet

The following business questions can be answered using this worksheet:

- Is the Book to Ship Cycle Time increasing or decreasing?
- Is the Order Entry Cycle Time increasing or decreasing?
- Is the Order to Fulfill Cycle Time increasing or decreasing?

The Fulfilled Orders Analysis Worksheet enables you to understand the fulfilled volume and cycle time for the overall order to fulfill process. It contains only orders where all of the order lines are completely fulfilled. This worksheet is based on the Book Date. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, Currency, Person, Project, Order Source, Sales Channel, and Order Type.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Date Latest Ship is not null

This filters out lines where the ship date is null.

No Returns

Exclude rows where the order category not in "RMA" or "RETURN"

Book Date Between

Enables the user to analyze data from a specific period (From - To). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Header ID in Subquery 1

(Total Net Order Value - Let's the user specify a range of order value). The subquery sheet pulls in all orders where the Order Value is in a specified range.

Page Items**Internal Organization**

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

of Orders Fulfilled

This is the number of orders that were Booked and have all order lines fulfilled. Each order line must have the Fulfilled Flag = Y. An order is counted only if all the order lines are fulfilled. This worksheet is independent of the shipped date.

of Lines Fulfilled

This is the number of order lines fulfilled: summed up where the fulfilled flag = Y for every order line on that order. Count only order lines where every order line is fulfilled for that order (the Fulfilled Flag = Y).

of Items Fulfilled

This is the number of items fulfilled: summed up for each order. Simply sum up the fulfilled quantity for each line of an order where all the order lines have the Fulfilled Flag = Y.

Fulfilled Value

This is the summed up Fulfilled Value for all order lines. Multiply the Fulfilled Quantity X the Selling Price and sum up for all order lines (where the Fulfilled Flag = Y for every order line).

Order Entry Cycle Time

This is the Book Date: Order Date. It measures the time it takes from the receipt of the order to when it was booked. There will only be one Order Entry cycle time for each order since both dates come from the order header. Calculate this only for orders where all order lines have the Fulfilled Flag = Y. These will be Averaged.

Book to Ship Cycle Time

This is the Latest Ship Date: Book Date. It measures the book to ship cycle time. Perform each measure at the line level. The data is coming from the Bookings fact. Calculate this only for orders where all order lines have the Fulfilled Flag = Y and order lines where the Ship Date is not null.

Book to Fulfill Cycle Time

This is the Fulfillment Date: Book Date. It measures the time it takes from booking the order to when the order is completely fulfilled. The Fulfilled Date is always populated so even if the item is non-shippable, this date will be populated when the order line is fulfilled. This would include service contracts, etc. Perform each measure at the line level. This is calculated only for orders where all order lines have the Fulfilled Flag = Y. These will be Averaged.

Order to Fulfill Cycle Time

This is the Fulfillment Date: Order Date. It measures the time it takes from order receipt to when the order is completely fulfilled. The Fulfilled Date is always populated so even if the item is non-shippable, this date will be populated when the order line is fulfilled. This would include service contracts, etc. Perform each measure at the line level This is calculated only for orders where all order lines have the Fulfilled Flag = Y. These will be Averaged.

Note: These columns may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

SubQuery: Do Not Remove Worksheet

There are 2 SubQuery Worksheets in this workbook. These are needed for figuring out what orders are completely fulfilled and what orders have the specified range of Total Net Order Value.

WARNING: The user does not need to open these worksheets and they MUST NOT BE REMOVED.

Procurement Cycle Time Analysis Workbook

The Procurement Cycle Time Analysis Workbook is designed to give you detailed analysis of the Procure to Pay Cycle Times. There are three measures to help in this analysis: Order to Pay, Order to Receive, and Receive to Pay Cycle Time. This workbook is targeted to the Operations Managers, Sourcing Managers, and Business Analysts in charge of controlling the Order Management, Procurement and Order Shipping processes' performance. This workbook contains the following worksheets:

- Order to Pay Cycle Time Worksheet on page 4-349
- Order to Receive Cycle Time Worksheet on page 4-352
- Receive to Pay Cycle Time Worksheet on page 4-355
- Procurement Cycle Time Comparison Worksheet on page 4-358

Procurement Cycle Time Workbook Additional Information on page 4-361

Order to Pay Cycle Time Worksheet

The following business question can be answered using this worksheet:

- Is the overall Order to Pay Cycle Time increasing or decreasing?

The Order to Pay Cycle Time Analysis Worksheet enables you to understand the cycle time for the overall procurement process. It is the measure of time from PO Approval to the payment of goods received. This worksheet is based on the PO Approval Date. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, and Currency.

Parameter Page

From Date

The From Date parameter will include all orders that have a PO Approval Date greater than this date.

To Date

The To Date parameter will include all orders that have a PO Approval Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Order to Pay Cycle Time IS NOT NULL

Filters out any rows where the Order to Pay Cycle Time is null.

Approval Date Range

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item

This is the Dimension for Item and includes all items. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Column Items

Order to Pay Cycle Time

This is the Order to Pay Cycle Time. It equals:

(Date Payment of Goods Received) - (PO Approval Date)

Note: This column may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the PO Approval Date.

Month

Indicates the functional grouping of Time at the period level based off of the PO Approval Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Order to Receive Cycle Time Worksheet

The following business questions can be answered using this worksheet:

- Is the overall Order to Receive Cycle Time increasing or decreasing?
- Is my Supplier Lead time increasing or decreasing?

The Order to Receive Cycle Time Analysis Worksheet enables you to understand the cycle time for the PO Approval to the receipt of goods. This worksheet is based on the PO Approval Date. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, and Currency.

Parameter Page

From Date

The From Date parameter will include all orders that have a PO Approval Date greater than this date.

To Date

The To Date parameter will include all orders that have a PO Approval Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Order to Pay Cycle Time IS NOT NULL

Filters out any rows where the Order to Pay Cycle Time is null.

Approval Date Range

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item

This is the Dimension for Item and includes all items. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Column Items

Order to Receive Cycle Time

This is the Order to Receive Cycle Time. It equals:

(Date of Goods Received) - (PO Approval Date)

Note: This column may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the PO Approval Date.

Month

Indicates the functional grouping of Time at the period level based off of the PO Approval Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Receive to Pay Cycle Time Worksheet

The following business questions can be answered using this worksheet:

- Is the overall Receive to Pay Cycle Time increasing or decreasing?
- Am I paying my Suppliers on time?

The Receive to Pay Cycle Time Analysis Worksheet enables you to understand the cycle time from the receipt of goods to the payment of goods. This worksheet is based on the Date Receipt of Goods. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, and Currency.

Parameter Page

From Date

The From Date parameter will include all orders that have a Date Receipt of Goods greater than this date.

To Date

The To Date parameter will include all orders that have a Date Receipt of Goods less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Receive to Pay Cycle Time IS NOT NULL

Filters out any rows where the Receive to Pay Cycle Time is null.

Goods Received Date Range

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item

This is the Dimension for Item and includes all items. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Column Items

Receive to Pay Cycle Time

This is the Receive to Pay Cycle Time. It equals:

(Date Payment of Goods Received) - (Date Receipt of Goods)

Note: This column may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the Receipt of Goods Date.

Month

Indicates the functional grouping of Time at the period level based off of the Receipt of Goods Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Procurement Cycle Time Comparison Worksheet

The following business question can be answered using this worksheet:

- What suppliers are affecting my overall procurement cycle times?

The Procurement Cycle Time Comparison Analysis Worksheet enables you to understand the cycle time for all of the above measures (side by side). It contains the Order to Pay, Order to Receive, and the Receive to Pay Cycle Times, all based off of the PO Approval Date. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, and Currency.

Parameter Page

From Date

The From Date parameter will include all orders that have a PO Approval Date greater than this date.

To Date

The To Date parameter will include all orders that have a PO Approval Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Approval Date Range

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item

This is the Dimension for Item and includes all items. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Column Items**Order to Pay Cycle Time**

This is the Order to Pay Cycle Time. It equals:

$(\text{Date Payment of Goods Received}) - (\text{PO Approval Date})$

Order to Receive Cycle Time

This is the Order to Receive Cycle Time. It equals:

$(\text{Date of Goods Received}) - (\text{PO Approval Date})$

Receive to Pay Cycle Time

This is the Receive to Pay Cycle Time. It equals:

$(\text{Date Payment of Goods Received}) - (\text{Date Receipt of Goods})$

Note: This column may appear on a report or on a graph.

Row Items

Year

Indicates the functional grouping of Time at the year level based off of the PO Approval Date.

Month

Indicates the functional grouping of Time at the period level based off of the PO Approval Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Procurement Cycle Time Workbook Additional Information

The following additional information is provided for the Procurement Cycle Time Workbook in Table 4–7.

Table 4–7 Procurement Cycle Time Workbook

Folder	Item	Order to Pay Worksheet	Order to Receive Worksheet	Receive to Pay Worksheet	Cycle Time Comparison Worksheet
PO Distribution	Any	•	•	•	•
Geography Dim: Deliver to Location	Any	•	•	•	•
Geography Dim: Supplier Site Location	Any	•	•	•	•
Currency Dim	Any	•	•	•	•
Geography Dim: Bill to Location	Any	•	•	•	•
Geography Dim: Ship to Location	Any	•	•	•	•
Instance Dim	Any	•	•	•	•
Internal Organization Dim: Deliver to Org	Any	•	•	•	•
Internal Organization Dim: Ship to Org	Any	•	•	•	•
Item Dim: Item	Any	•	•	•	•
Lookup Dim: EDI Processed	Any	•	•	•	•
Lookup Dim: Inspection Required	Any	•	•	•	•
Lookup Dim: Procurement Card Processed	Any	•	•	•	•
Lookup Dim: Receipt Required	Any	•	•	•	•
Lookup Dim: Receipt Routing	Any	•	•	•	•
Lookup Dim: Ship Method	Any	•	•	•	•
Person Dim: Buyer	Any	•	•	•	•
Project Dim: Default	Any	•	•	•	•
GL Set of Books Dimension	Any	•	•	•	•

Table 4–7 Procurement Cycle Time Workbook

Folder	Item	Order to Pay Worksheet	Order to Receive Worksheet	Receive to Pay Worksheet	Cycle Time Comparison Worksheet
Time Dim: Requisition Approval Date	Any	•	•	•	•
Time Dim: Requisition Creation Date	Any	•	•	•	•
Time Dim: Approval Date	Any	•	•	•	•
Time Dim: Check Cut Date	Any	•	•	•	•
Time Dim: Goods Received Date	Any	•	•	•	•
Time Dim: Need By Date	Any	•	•	•	•
Trading Partner Dim: Supplier	Any	•	•	•	•
Unit of Measure Dim: Base unit of Measure	Any	•	•	•	•

Shipping Volume & Cycle Time Analysis Workbook

The Shipping Volume and Cycle Time Analysis Workbook is designed to give you detailed analysis of the Shipping Volume and Shipping Cycle Time. It covers the time period breakdown of the Book to Ship and Pick to Ship Cycle Times. For both the Book to Ship and Pick to Ship Worksheets, the following measures exist: # of Orders Fully Shipped in 1 Day, 2 Days, 3 Days, 4 Days, 5 Days, 5 to 10 Days, 10 to 15 Days, 15 to 20 Days, 20 to 30 Days, and greater than 30 Days. The worksheets only count orders where the order lines are shippable and completely fulfilled. The workbook can also exclude weekends in the cycle time counts if that filter is applied. Returns are also ignored. This workbook is targeted to the Operations Managers and Business Analysts in charge of controlling the Order Management and Order Shipping processes' performance. This workbook contains the following worksheets:

- Book to Ship Breakdown Worksheet on page 4-364
- Pick to Ship Breakdown Worksheet on page 4-368
- SubQuery: Do not Remove Worksheet (2 worksheets) on page 4-371

Shipping Volume & Cycle Time Analysis Workbook Additional Information on page 4-372

Book to Ship Breakdown Worksheet

The following business question can be answered using this worksheet:

- What is the distribution of the Book to Ship cycle times?

The Book to Ship Breakdown Analysis Worksheet enables you to understand the distribution of book to ship time for all completely shipped orders. This worksheet is based on the Book Date and only analyzed orders that are completely fulfilled. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, Currency, Person, Project, Order Source, Sales Channel, and Order Type.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Sales Order Header ID Not in the SubQuery Sheets

The SubQuery Sheets filter out orders that are not 100% fulfilled, are RAM's and have null values for fulfilled dates.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Date Latest Ship >= Booked Date

Only take orders where the book to ship cycle time is positive.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

of Orders Fully Shipped in 1 Day

This is the number of orders that were fully shipped and have a book to ship cycle time within 24 hours.

of Orders Fully Shipped in 2 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 24 and 48 hours.

of Orders Fully Shipped in 3 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 48 and 72 hours.

of Orders Fully Shipped in 4 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 72 and 96 hours.

of Orders Fully Shipped in 5 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 96 and 120 hours.

of Orders Fully Shipped in 5 to 10 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 5 days and 10 days.

of Orders Fully Shipped in 10 to 15 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 10 and 15 days.

of Orders Fully Shipped in 15 to 20 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 15 and 20 days.

of Orders Fully Shipped in 20 to 30 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 20 and 30 days.

of Orders Fully Shipped after 30 Days

This is the number of orders that were fully shipped and have a book to ship cycle time greater than 30 days.

Note: This column may appear on a report or on a graph.

Row Items**Year**

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

Pick to Ship Breakdown Worksheet

The following business question can be answered using this worksheet:

- What is the distribution of the Pick to Ship cycle times?

The Pick to Ship Breakdown Analysis Worksheet enables you to understand the distribution of pick to ship time for all completely shipped and fulfilled orders. This worksheet is based on the Book Date. The dimensions available for aggregation are Set of Books, Internal Organization, Trading Partner, Item, Geography, Time, Currency, Person, Project, Order Source, Sales Channel, and Order Type.

Parameter Page

From Date

The From Date parameter will include all orders that have a Booked Date greater than this date.

To Date

The To Date parameter will include all orders that have a Booked Date less than this date.

Exceptions

There are no predefined exceptions in this worksheet.

Conditions

Sales Order Header ID Not in the SubQuery Sheets

The SubQuery Sheets filter out orders that are not 100% fulfilled, are RMA's and have null values for fulfilled dates.

No Returns

Exclude rows where the returned qty is > 0. This is not enabled for this worksheet.

Period Selection

Enables the user to analyze data from a specific period (From Year - To Year). This is enabled for this worksheet and creates the parameter pop up page when you first run the worksheet.

Date Latest Ship >= Booked Date

Only take orders where the book to ship cycle time is positive.

Page Items

Internal Organization

This is the dimension for Internal Organization. You can drill from Business Group down to Internal Organization.

Set of Books

This is the Dimension for GL Set of Books and allows you to drill from GL Set of Books to Fixed Asset Corporate Books.

Sales Channel

This is the Dimension for Sales Channel and has only one level.

Trading Partner

This is the Dimension for Trading Partner (Ship to Site) and has many levels from Top Trading Partner down to Site/Account level.

Item (Top Model)

This is the Dimension for Top Model Item and includes items that are the top item or Parent. It has many levels from Category Set down to Item Revision.

Geography

This is the Dimension for Geography (Ship to Location) and has many levels from World Area to Detailed Site Address.

Order Source

This is the Dimension for Lookups and is the specific level of Order Source. It represents the source of the order (i.e., Web, EDI, Service, etc.).

Order Type

This is the Dimension for Lookups and is the specific level of Order Type. It represents the type of the order (i.e., Standard, Return no Credit, etc.)

Project

This is the Dimension for Projects and has levels from Project Type to Project Lowest Task.

Column Items

of Orders Fully Shipped in 1 Day

This is the number of orders that were fully shipped and have a book to ship cycle time within 24 hours.

of Orders Fully Shipped in 2 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 24 and 48 hours.

of Orders Fully Shipped in 3 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 48 and 72 hours.

of Orders Fully Shipped in 4 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 72 and 96 hours.

of Orders Fully Shipped in 5 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 96 and 120 hours.

of Orders Fully Shipped in 5 to 10 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 5 days and 10 days.

of Orders Fully Shipped in 10 to 15 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 10 and 15 days.

of Orders Fully Shipped in 15 to 20 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 15 and 20 days.

of Orders Fully Shipped in 20 to 30 Days

This is the number of orders that were fully shipped and have a book to ship cycle time between 20 and 30 days.

of Orders Fully Shipped after 30 Days

This is the number of orders that were fully shipped and have a book to ship cycle time greater than 30 days.

Note: This column may appear on a report or on a graph.

Row Items**Year**

Indicates the functional grouping of Time at the year level based off of the Booked Date.

Month

Indicates the functional grouping of Time at the period level based off of the Booked Date.

Note: These rows may appear on a report or on a graph.

Security

This worksheet uses row level security.

SubQuery: Do not Remove Worksheet

These worksheets are subqueries that filter out any non-fulfilled orders, exclude RMAs, etc.

Warning: These worksheets **MUST NOT BE** removed.

Shipping Volume & Cycle Time Analysis Workbook Additional Information

The following additional information is provided for the Shipping Volume & Cycle Time Analysis Workbook in Table 4–8.

Table 4–8 Shipping Volume & Cycle Time Analysis Workbook

Folder	Item	Book to Ship Breakdown Workbook	Pick to Ship Breakdown Workbook
Bookings	Any	•	•
Campaign Dim: Campaign Actual	Any	•	•
Campaign Dim: Campaign Attributed	Any	•	•
Campaign Status Dim: Campaign Status Actual	Any	•	•
Campaign Status Dim: Campaign Status Attributed	Any	•	•
Currency Dim	Any	•	•
Demand Class Dim	Any	•	•
Event Dim: Event Actual	Any	•	•
Event Dim: Event Attributed	Any	•	•
Event Dim: Event Registration	Any	•	•
Geography Dim: Bill to Location	Any	•	•
Geography Dim: Ship to Location	Any	•	•
Instance Dim	Any	•	•
Internal Organization Dim: Inventory Org	Any	•	•
Internal Organization Dim: Operating Unit	Any	•	•
Item Dim: Organization Item	Any	•	•
Item Dim: Organization Item (Top Model)	Any	•	•
Lookup Dim: Agreement Type	Any	•	•
Lookup Dim: Cancel Reason	Any	•	•
Lookup Dim: Return Reason	Any	•	•
Lookup Dim: Order Category	Any	•	•
Lookup Dim: Order Source	Any	•	•
Lookup Dim: Order Type	Any	•	•
Market Segment Dim: Market Segment	Any	•	•

Table 4–8 Shipping Volume & Cycle Time Analysis Workbook

Folder	Item	Book to Ship Breakdown Workbook	Pick to Ship Breakdown Workbook
Media Channel Dim: Media Channel Actual	Any	•	•
Media Channel Dim: Media Channel Attributed	Any	•	•
Offer Dim: Offer Header Level	Any	•	•
Offer Dim: Offer Line Level	Any	•	•
Person Dim: Sales Person	Any	•	•
Project Dim: Project Task	Any	•	•
Sales Channel Dim: Sales Channel	Any	•	•
GL Set of Books Dimension	Any	•	•
Source List Dim: Source List	Any	•	•
Target Segment Dim: Target Segment Actual	Any	•	•
Target Segment Dim: Target Segment Attributed	Any	•	•
Time Dim: Date Booked	Any	•	•
Time Dim: Date Promised	Any	•	•
Time Dim: Date Requested	Any	•	•
Time Dim: Date Scheduled	Any	•	•
Trading Partner Dim: Bill to Site Descriptive Info	Any	•	•
Trading Partner Dim: Customer	Any	•	•
Trading Partner Dim: Ship to Site Descriptive Info	Any	•	•
Unit of Measure Dim: Base unit of Measure	Any	•	•

Glossary

This glossary covers terms specific to Oracle E-Business Intelligence. Included are terms used in the Personal Homepage (PHP), E-Business Intelligence Performance Management Framework (PMF), E-Business Intelligence Enterprise Data Warehouse (EDW) and terms common to the E-Business Intelligence content of reports, workbooks, and performance measures. However, it does not provide coverage of terms used in specific reports, workbooks, or performance measure. For information on these, please see the documentation on the E-Business Intelligence content or product family.

Account Type

In E-Business Intelligence, users can assign business meanings to an individual account number (or other segments in an Accounting Flexfield) called an Account Type. It can be assigned to the lowest level account number, or to the parent account number. If it is assigned to a parent account, all children beneath the parent account bear the same business meaning. (See Flexfield Segment.)

Actual

The calculated value for a performance measure. Alerts will calculate the actual value based on the dimensions specified in the setup of targets in the Performance Management Framework. This actual value will display on the Personal Homepage, and on Notification messages.

Analysis Workbook

A display of enterprise information in a graphical and tabular format. The Analysis Workbook uses Discoverer to allow the user to modify the selection criteria, drill into dimension hierarchies, or link to other data elements.

Ask Oracle

A component of E-Business Intelligence that allows users to find reports that answer business questions. Ask Oracle uses a natural language search engine, and a repository of questions associated with the E-Business Intelligence reports, to provide the reports that are relevant to a specific question.

Attributes

Attributes are usually text fields, and they usually describe a characteristic of a tangible thing.

Balanced Scorecard

A business practice that uses a set of Key Performance Indicators (KPIs) to create an enterprise scorecard in order to monitor its own corporate performance. This "holistic" methodology stresses that, in addition to financial indicators, the non-financial indicators, such as employee skills, customer satisfaction, or internal business process, need to be tracked, and they ultimately equate to the financial success of a company. A Balanced Scorecard is often implemented during an analysis of the industry situation, and an enterprise's strategic and tactical goals.

Base Unit of Measure (UOM)

The standard Unit of Measure upon which its related unit of measures are based. Each Warehouse unit of measure is tied to a base unit of measure. A conversion rate is required for warehouse-to-base UOM mapping. For example: If a gallon is the base unit of measure, related units of measure could include the quart (1/4 gallon) and the pint (1/8 gallon).

Business Area

A business area is a set of folders containing related information with a common business purpose.

Business Plan

A grouping of performance measure targets. Within the Performance Management Framework, the user can create different business plans, each with a set of performance measures and targets. Users of reports can choose the business plan for comparison, and alerts can select the business plan for determination of out of tolerance situations. For example: a user may want to setup a set of targets based on a favorable economic scenario, and a set of targets based on an unfavorable economic scenario.

Business View

Component of the application database that sorts underlying applications data into an understandable and consolidated set of information. By masking the complexity of the database's tables, Business Views provide a standard set of interfaces to any tool or application that retrieves and presents data to the user.

Business Views Catalog

A component of the Personal Homepage that provides context search capability. This search engine matches key words with those found in the Discoverer Folder's name, description, and business areas.

Collection

These are concurrent programs, defined in Oracle Applications, identified as data sources for the Warehouse. A collection extracts data from source tables, based on an EDW source view definition, and loads the data into Interface Tables that reside in the warehouse. These concurrent programs are under the Site Warehouse Administrator responsibility in each source application.

Consolidation Set of Books

This is the parent set of books in any consolidation definition in General Ledger. This set of books maps the relationship between a parent and its child Set of Books.

CWM Bridge

One of the utilities provided in the utilities drawer of the Oracle Warehouse Builder. When chosen, it brings up the Oracle Common Warehouse Metadata (CWM) Transfer Wizard window, which walks through the steps necessary to transfer Metadata.

Data Cleansing

The mechanism utilized to improve the quality of data loaded into the Warehouse. The current data cleansing mechanism, provided by EDW, is to remove duplicate records, and to remove records with dangling foreign keys.

Derived Fact Table

The Derived fact table sources data from base tables, instead of source systems. Derived fact tables can be calculated from one or more base fact tables. Or, a Derived fact table can be expressed at a different granularity than the base fact itself.

Dimension

Dimensions are used to calculate and monitor performance measures. Some of the dimensions are organization, geography, time, sales channel, geography and product.

Dimension Hierarchy

The parent/child relationship within dimension levels that facilitates the up and down drilling capability in query tools.

Dimension Hierarchy Level

Individual levels in a dimensional parent/child hierarchical relationship. There is a dimension level table associated with each corresponding hierarchical level.

Dimension Level

Dimension levels establish granularity for a dimension. For example: in E-Business Intelligence, within the organization dimensions; set of books, legal entity, operating unit, and inventory organization, are the different dimension levels.

Dimension Level Combination

Used with the Performance Management Framework to identify the dimension level associated with a specific target setup. For example, in setting up a target for the Inventory Turns performance measure, the target level might be Organization and Time, as shown in the following simple table.

Target Level:	Regional Revenue
Dimension Levels:	Month, Operating Unit, Region
Business Question:	What is the level of granularity at which I'm going to measure revenue on a monthly basis, for my operating units (based on the region)?

Dimension Table

Each dimension is defined by its primary key, which serves as the basis for referential integrity with any given fact table to which it is joined. Most dimension tables contain many textual attributes (fields) that are the basis for constraining and grouping within data warehouse queries.

Discoverer

An Oracle Tool that allows users to retrieve data from a database. Discoverer provides a user-friendly method for creating database queries and displaying information.

Discoverer Bridge

The Oracle Warehouse Builder has the ability to transfer metadata to other Oracle products using the "Oracle CWM Bridge". The components utilized to transfer metadata between OWB and Discoverer are: the Oracle Warehouse Builder Bridge, the CWM Bridge, and the Oracle Discoverer Bridge. The three components combine, from a user perspective, into simply running a "Transfer Wizard".

Discoverer EUL

A metalayer that contains data about other tables in a database. Conceptually, the End User Layer shields the end user from the complexity of the database. The database tables are modified by the Administration Edition of Discoverer, and the OFS Discoverer/Integrator. Business Areas are defined within the EUL, and then used with the End User Edition of Discoverer. The End User Layer supports Oracle Applications security by recognizing applications user ids, passwords, and responsibilities.

Discoverer Analysis Workbook

A display of enterprise information in a graphical and tabular format. The Analysis Workbook uses Discoverer to enable the user to modify the selection criteria, drill into dimension hierarchies, or link to other data elements.

Drill Down Report

A report run by drilling down within a report. Generally, this drill down generates a report in greater granularity, at a lower dimension level. For example: in a Resource Utilization report, a drill down allows viewing utilization for a specific department.

EDW

Enterprise Data Warehouse.

EDW Warehouse Parameter

A set of parameters that are required to prepare the Warehouse so that it may receive data from heterogeneous sources. Examples are: identify source instances, identify currency type, and global Unit of Measure, along with associated conversion rates, etc.

End User Layer

Component of E-Business Intelligence that translates business view column names into industry standard terminology, and provides links between related data tables. Discoverer accesses information through the End User Layer (EUL). The End User Layer supports Oracle Applications security by recognizing applications userids, passwords, and responsibilities.

Enterprise Calendar

E-Business Intelligence provides various time dimension hierarchies to accommodate different business requirements. For example: E-Business Intelligence provides GL period hierarchy for accounting use. E-Business Intelligence also provides a 4-4-5 week hierarchy for manufacturing oriented use. For a global point of view, in order to enable a consistent reporting mechanism on time, E-Business Intelligence provides an additional hierarchy -- enterprise calendar hierarchy -- to enable data from various sources to be presented in a single time hierarchy.

Equivalent Set of Books

This is a dummy parent set of books mirrored in the child instance, as instructed by the GL Global Consolidation System.

Fact Table

A set of simultaneous measures at a particular granularity. Most of these measures are numeric, but not necessarily so. Every fact table contains a set of two or more foreign keys that joined to their respective dimension tables.

Favorites

A customizable portlet on the Personal Homepage that allows users to specify their favorite E-Business Intelligence intelligence reports, analysis workbooks, or external web sites.

Flexfield Segment

A flexfield segment is a single sub-field within a flexfield. You define the appearance, and meaning, of individual segments when customizing a flexfield. A segment is represented in your database as a single table column.

Flexfield Value Set

A flexfield value set contains a group of predefined valid values for a specific flexfield segment. System validates data entry for this flexfield segment against the associated value set. Single value sets can be assigned to one, or more than one, segment. A flexfield value set can also be shared among different flexfields.

Folders

Folders hold the items that you select for your worksheets. Folders represent underlying database tables and views, while items represent the database columns of those tables and views.

Global Warehouse Administrator

A responsibility defined in the Warehouse. This responsibility manages the warehouse parameter setup, concurrent program requests, and load process monitoring.

Graphs

A region on the Personal Homepage that displays graphs indicating enterprise performance.

Incremental Data Load

This is an extract of the new or modified transactions that occurred since the last extract run. It is detected by reviewing the last update date/time stamp in source systems.

Intelligence Report

A display of enterprise information in a graphical and tabular format, based on a set of parameters, that addresses a business area. E-Business Intelligence reports are viewed on a browser, and accessed through the Personal Homepage. As opposed to transaction level reports that provide detailed information on the business operations, Intelligence Reports focus on a high level view of enterprise performance.

Interface Table

This serves as a staging area between source systems and the target Warehouse. The Interface Tables in E-Business Intelligence are a set of tables with identical schema, such as target fact tables, or dimension tables. The purpose of an interface table is to reserve a temperate area for data transformation.

Load Program

These are concurrent programs, defined in warehouse, to load data from interface tables into fact tables and dimension level tables. The EDW load program also performs some data cleansing and transformation. These current programs are under the Global Warehouse Administrator responsibility in the warehouse.

Logical Data Model

For E-Business Intelligence, this is a representation of the Business Views in the database, and folders in the End User Layer. Available in a readable format, the Logical Data Model provides the relationship between these entities, allowing a Discoverer user to determine the data elements needed for a specific analysis.

Master Instance

A dedicated instance which provides seed data for selections in warehouse parameter forms like rate type, warehouse currency, and enterprise calendar.

Menu Level

The initial report run from a menu level.

Metadata

Data about data. Metadata describes how, and when, and by whom, a particular set of data was collected, and how the data is formatted. Metadata is essential for understanding information stored in data warehouses.

Navigation

A region on the Personal Homepage that displays the menu set for the user, allowing drill down to the intelligence reports.

Notification

A component of Oracle applications that notifies a user of an event. Within E-Business Intelligence, the Performance Management Framework generates notifications to users on out-of-tolerance situations (when the actuals are out-of-tolerance range). These notifications can appear on the Personal Homepage, and can be sent as an e-mail.

Oracle E-Business Intelligence

A Web-enabled Oracle Applications product that allows customers to measure, monitor, and manage, enterprise performance in order to make better, more timely decisions across the enterprise. E-Business Intelligence is a user-friendly, and intuitive, prepackaged decision-support system, completely integrated with Oracle Applications.

Other User-Defined Dimension

Based on business requirements for non-Accounting Key Flexfields, and Descriptive Flexfields defined in a user's Oracle Applications, E-Business Intelligence can accommodate up to fifty dimensions mapped from these Flexfield Segments.

OWB

Oracle Warehouse Builder.

OWB Applications Integrator

The OWB Applications Integrator is a utility provided by OWB to tightly manage EDW Metadata that resides in the OWB repository. It enables users to map GL Accounting Flexfields, other Key Flexfields, and Descriptive Flexfields in Oracle Applications, to dimensions in the Warehouse. It also allows users to configure user-definable measures and attributes in an EDW Schema.

OWB Bridge

The Oracle Warehouse Builder has the ability to transfer metadata to other Oracle products using the "Oracle OWB Bridges". The components utilized to transfer metadata between OWB and Discoverer are: the Oracle Warehouse Builder Bridge, the CWM Bridge, and the Oracle Discoverer Bridge. The three components combine, from a user perspective, into simply running a Transfer Wizard.

OWB Metadata Loader Windows

The OWB Metadata loader windows are used to import or export OWB metadata between OWB repositories. This process requires saving OWB metadata to and from files, which are then imported from or exported to OWB repositories.

OWB Metadata Repository

EDW metadata resides in the OWB metadata repository, which is an object in the warehouse.

Performance Management Framework (PMF)

The E-Business Intelligence component that enables implementation of performance measure tracking. The framework is composed of forms that identify and store performance measures, targets, and tolerances. The PMF is activated by Oracle Alerts and Oracle Workflows. Oracle Alerts calculate the PMF actual values (actuals), and Oracle Workflows take action when actuals are out-of-tolerance range.

Performance Measure

A metric used to determine enterprise performance and success. A company identifies relevant performance measures based on the dynamics of the industry, and the company's strategic and tactical goals. It can also be called Measure. The following simple table provides an example:

Period Type

Period type is set up in GL, with standard data types of month, quarter and year. A period type is used to define an accounting calendar. An accounting calendar can have multiple period types. In order to uniquely identify an enterprise calendar used in the EDW Warehouse, period type setup is required as one of the parameters.

Personal Homepage

The web-based starting point for E-Business Intelligence access. The Personal Homepage (PHP) includes trend graphs, key performance indicators, an Ask Oracle search engine, workflow notifications, navigation to intelligence reports, a link to analytical workbooks, and links to other web sites.

Portlet

An area on the homepage that holds a specific E-Business Intelligence component. E-Business Intelligence has regions for graphs, performance measures, an "Ask Oracle" search engine, workflow notifications, navigation to E-Business Intelligence reports, a link to analytical workbooks, and a favorites section for links to frequently-used sites.

Predefined Dimension

E-Business Intelligence provides a comprehensive list of predefined dimensions that enable users to perform generic business analyses out-of-box. For example: time dimension, geography dimension, etc.

Project Classification

Project classification is used to group projects according to predefined categories. The definition of these categories is done within Oracle Projects.

Project in OWB

A Builder Project in OWB is a high-level repository structure that stores and organizes the formal descriptions that define a data warehouse. These definitions include descriptions of data sources, target warehouse objects, mappings of source data to various targets, transformation operations, and configuration parameters. OWB generates and stores numerous scripts in a Project.

Performance Measure: Revenue

Dimensions: Time, Organization and Geography

Business Question: "What is my revenue by time, organization, and geography?"

Region

An area on the homepage that holds a specific E-Business Intelligence component. E-Business Intelligence has regions for trend graphs, performance measures, an Ask Oracle search engine, a business view catalog, workflow notifications, navigation to E-Business Intelligence reports, a link to analytical workbooks, and a favorites section for links to frequently used sites.

Related Report

A report run from a link on another report. Generally, related reports are also menu level reports. This contrasts with a drill-down report and a view-by report. For example: from the Inventory Turns report, Production Efficiency is a related report.

Responsibility

A security feature of Oracle applications that groups forms and procedures under the user application. A responsibility is associated with a window's menu, a data group, and a concurrent request set. Within E-Business Intelligence, the responsibility is used to determine access to menu items, trends, notifications, performance data, report data, and Ask Oracle questions.

Rate Type (Warehouse Parameter)

To identify one conversion rate type to be used in the Warehouse. The conversion rate type is defined in Oracle General Ledger. It is used to automatically assign a rate to convert foreign currency journal amounts to functional currency equivalents.

Schema

A loader of related database objects, usually grouped by a User ID. Schema objects include tables, views, and database links.

Slowly Changing Dimension

A dimension within which certain attributes have tendency to change with time. One example is the marital status of an employee in the employee dimension. The status may change from single, to married, to divorced, to married again. OWB enables users to identify a dimension as slowly changing, and to mark certain attributes in a dimension to be traced over time. In EDW, every change to the dimension attribute creates an additional record in the dimension table, and it also keeps the previous record. Any new transaction related to that dimension will point to the new record in the dimension table, while existing transactions still point to old records.

Source Instance

These are the database instances in which the source systems that feed data into the EDW Warehouse reside.

Source Set of Books

If a user chooses to create dimensions from GL Accounting Flexfield segments, and complete the mapping process in the OWB Applications Integrator, the selected chart of accounts and its associated set of books will be display in the Value-Based Hierarchy Setup window as a source set of books.

Source System

A database that feeds data required for business analysis into a warehouse. For EDW, the source system can be either Oracle Applications, other ERP systems, or legacy systems.

Summary Fact Table

The Summary fact table sources data from base tables instead of source systems. It expresses the same group of data in a different granularity than the base fact table.

Target

The value specified for a specific performance measure at a certain dimension level, and a specific dimension. For example: the target value of 12 might be set for the performance measure Inventory Turns, for the target level of Organization and Time, and the specific dimensions of U.S. Manufacturing and calendar month.

Targets (Level Value)

The performance goal the user is aiming to reach. The Target is associated with a set of dimension level values. The following simple table provides an example:

Target Value:	100 (Million)
Tolerance Ranges:	+10%, -10%
Dimension Level Value:	May-99, Vision Operations, Italy-West
Notify:	Branch Sales Manager
Business Question:	I'm setting a target of 100 Million for the Italian-West branch of Vision Operations in the month of May-99. If my actual value differs from my target by plus or minus 10%, then notify my Branch Sales Managers.

Target Tolerance

The levels set on a specific performance measurement target, outside of which a workflow is triggered. E-Business Intelligence allows setup of three pairs of target tolerance levels. For example, with a target of 12 a user might have 11,13 as the first set of tolerances, 10,14 as the second set and 5,20 as the third set. A different workflow can be generated for each out-of-tolerance situation (when the actuals are out-of-tolerance range).

Time Stamp

A specially defined date-and-time format field that tracks when a data record has been created, deleted, or changed in any way.

Type Hierarchy in Value Based Hierarchy

A mechanism to group data, based on account type assigned in EDW. It is used to present all transactions with the same account type from all source set of books together. There are no hierarchical relations between these transactions, even though the terminology is Type Hierarchy.

Unit of Measure

The unit in which the quantity of an item is expressed. For example: resource utilization might have a percentage unit of measure, while revenue has a currency unit of measure.

User-Defined Accounting Dimension

There are ten dimensions, reserved in the EDW Schema, to accommodate GL Accounting Flexfield segments that have been defined in a user's Oracle Applications. There are five hierarchies, and fifteen levels, for each hierarchy that has been predefined for these dimensions.

User-Defined Attribute

These are user-definable attributes, reserved in EDW fact tables and dimension level tables to enable configuration on the predefined EDW objects. The OWB Applications Integrator is the tool to use for configuration. The Data type for a user-defined attribute is VARCHAR2.

User-Defined Measure

There are user-definable measures reserved in EDW fact tables to enable configuration on the predefined EDW fact tables. The OWB Applications Integrator is the tool to use for configuration. The Data type for a user-defined measure is NUMBER.

Value Based Hierarchy

Within a value set for a GL Accounting Flexfield segment, you can define values which have a parent/child relationship. A parent value is that value which has one or more child values associated with it. This parent/child relationship turns into a dimensional hierarchy -- the Value Based Hierarchy. This is only applicable to GL Accounting Flexfield segments.

Value Based Hierarchy Root

The very top parent node in the parent/child relationship for an individual GL Accounting Flexfield segment.

View-By

A report run by changing the view-by parameter. The view-by parameter provides the dimension for categorization of the measure, and the corresponding x axis. For example, a Resource Utilization report allows view-by of organization, time, and product. Changing the view-by keeps the set of data but changes in what categories the data displays.

Warehouse

In contrast to source systems, that feed data into warehouse, warehouse is the target system that receives the data load. There are various Schemas in the warehouse, such as fact table, dimension level table, etc. The warehouse metadata repository also resides in the warehouse.

Warehouse Currency

One selected currency that is to be used in the warehouse so that all reports can provide consistent information. This is the mechanism which manages the currency issue that can occur due to heterogeneous data sources.

Warehouse Unit of Measure (UOM)

A set of unit of measures (UOM) defined in the warehouse setup process. This set of unit of measures is used to trace or measure values in a warehouse that have been sourced from various systems in a consistent manner. Quantities from individual source system are converted into warehouse UOMs.

Workbook

Please refer to Analysis Workbook.

Worklist

A region on the Personal Homepage that shows a list of the user's notifications. This list will include notifications for out-of-tolerance performance situations, based on the target's setup in the Performance Management Framework, and actual calculations done by Alerts.

Worksheet

A specific grouping of information within an Analysis Workbook. A workbook is composed of one or more worksheets, each with its own set of data and graphs. Conceptually, this is similar to the "sheets" and "workbook" concept within a spreadsheet application.

Workflow

A component of Oracle Applications that identifies a set of application events, linked together, based on event dependencies. Within E-Business Intelligence, workflows are triggered when alerts find that a performance measure is out of tolerance. Typically, the workflow is a corrective action that is initiated in addition to sending a notification to the target owners.

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